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NEWS SUMMARY

GENERAL

France expels Syrian diplomats

The French Government has ordered the expulsion of two Syrian diplomats following a car bomb explosion in a crowded Paris street.

The bomb killed a woman and injured 63 people, 11 seriously. It devastated a wide area of the Rue Marbeuf near the Champs Elysees Avenue, its apparent target being the Arab-language weekly, Al Watan Al Arabi.

French Interior Minister Gaston Defferre said the Syrian military and cultural attaches had two days to leave the country. Page 2

Schmidt victory

West Germany's Chancellor Helmut Schmidt has won against Social Democrats who had urged that Nato's "arm and negotiate" strategy on nuclear missiles be abandoned.

Cheque cards ban

The clearing banks are to ban the use of cheque guarantee cards overseas from May 1 1983 to try to stem £12m fraud losses. Page 7

Funeral violence

Angry scenes followed the funeral of Steven McConomy, 11, in Londonderry and police fired plastic bullets to disperse crowds.

Sinn Fein denial

Sinn Fein, the Workers' Party, has dismissed as "rubbish" an Irish news magazine's allegations that it still has connections with the Official IRA.

Tax hits low-paid

The Government's taxation policies have hit the average taxpayer and the low-paid and only benefited the well-off, Labour Treasury spokesman Robert Sheldon said. Page 10

Retirement plea

Chairman of the Equal Opportunities Commission Baroness Lockwood has criticised the Government for not taking any initiative towards a common retirement age for men and women.

Jail compensation

Mr George Lindo has accepted "with regret" a Home Office payout of £24,275 for spending a year in jail for a crime he did not commit. He had requested £100,000.

Academics react

The Warsaw University Senate has protested against the dismissal of its democratically-elected rector by the authorities. Students plan to protest on Monday.

Basque rebuttal

The Spanish Government rejected an offer of talks with Separatist guerrillas and started legal proceedings against Basque radicals who publicised the offer.

President plan

China plans to reintroduce the post of State President more than a decade after the last incumbent, Liu Shaoqi, died in prison.

Football 'overkill'

A UK consulate official in Barcelona said the use of 600 police to control a handful of English football fans was "overkill."

Potter selected

Medium-pace bowler, Sarah Potter, daughter of playwright Dennis Potter, is to play for Hereford City sports club's XI in its opening league match tomorrow.

Briefly . . .

A south coast air and sea search failed to find a Cessna light aircraft with four people on board.

Scientist Professor Dennis Parke urged colleagues to stop using animals for unnecessary research.

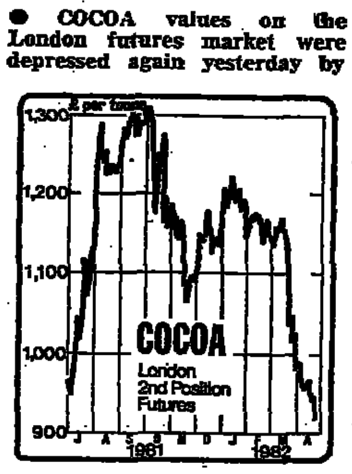
BUSINESS

Equities gain 1.6; £ up in London

● **EQUITIES:** the FT 30-share index put on 1.6 to close at 569 a five-day rally of 24.2. Page 43

● **GILTS:** the Government Securities Index shed 0.2 to 67.67. Pafe 43

● **COCOA** values on the London futures market were depressed again yesterday by signs of further producer selling. The May position ended £20.50 down yesterday at £919.5 a tonne, the lowest level since June last year. Page 38



● **WALL STREET** was 8.18 up at 851.6 near the close. Page 42

● **Sterling** rose 35 points on the day to close in London at $1.7765. It improced to DM 4.2625 (DM 4.2475), FFr 11.09 (FFr 11.085) and SwFr 3.5 (SwFr 3.475). It was unchanged at Y431.5.... Its trade-weighted index was 90.2 (89.9). Page 44

● **DOLLAR** rose in London to DM 2.3975 (DM 2.396), SwFr 1.9685 (SwFr 1.9575), but fell to FFr 6.244 (FFr 6.2525) and and Y242.8 (Y243.25). Its trade-weighted index was 115.4 (115.2). Page 44

● **GOLD** rose $0.75 in London to close at $344.25. Page 28

● **PUBLIC SECTOR** borrowing requirement total in 1981-82 undershot the Government's estimate of £10.57bn by £2bn. Back Page

● **CAPITAL GAINS TAX** indexation proposals in the finance bill were attacked by Stock Exchange chairman Sir Nicholas Goodison. Page 8

● **OIL PRODUCERS** Saudi Arabia, Mexico, Venezuela and Indonesia have cut exports because of a world glut of supplies. Back Page

● **SHELL AND ESSO** have shelved an £800m project to develop the North Sea Tern oil field. Back Page

● **HOOVER** laid off a further 690 workers at its Glasgow plant where 27 electricians are on strike over pay. Page 11

● **ICI** is planning further "substantial" job cuts and plant closures in its petrochemicals and plastics divisions. Back Page

● **DOCKERS** in all UK ports will strike from May 10 unless the Government begins talks on extending the national dock labour scheme to all ports and wharves. Back Page

● **CBS**, the U.S. broadcasting company, is buying Ideal Toy, the New York company which makes the Rubik's cube puzzle, for £58m.

● **BRITISH AEROSPACE** is buying the Sperry Gyroscope Division from Sperry Limited of the UK, a wholly-owned subsidiary of the U.S. Sperry Corporation, for £45m. Page 8

● **MR ROBERT MAXWELL'S** British Printing and Communication Corporation has increased its holding to 10.25 per cent in Lonsdale Universal, the office equipment and printing company for which John Menzies has bid £5.64m. Page 34

● **LAPORTE INDUSTRIES** (Holdings) improved pre-tax profits to £15.21m (£11.7m) for the 53 weeks to January 3. Page 30

Gap remains wide as Pym and Haig begin talks on Falklands

BY REGINALD DALE IN WASHINGTON AND PETER RIDDELL IN LONDON

MR FRANCIS PYM, the Foreign Secretary, yesterday began a new round of talks with Mr Alexander Haig, the U.S. Secretary of State on the Falklands crisis, after warning that there were still "real difficulties and real obstacles" in the way of a peaceful solution.

Arriving in Washington for his first visit as Foreign Secretary, he repeated the UK's determination "to do everything we can to try to find a peaceful settlement."

British officials however, warned that the gap between Argentina's "horrendous" proposals and those that Mr Pym prsented to Mr Haig remained very wide. They hoped that Mr Haig would nevertheless want to continue with his peace mission.

As Mr Pym began his talks in Washington it became clear in London that the Government has so far retained the strong support of the majority of the British electorate for its approach to the crisis.

This view is based on the latest opinion poll on the issue and Conservative Party assessment.

It should strengthen the hand of Mrs Thatcher as diplomatic efforts enter the critical stage. Some senior ministers still believe that a peaceful settlement is possible without sacrificing key British objectives.

In the Commons yesterday Mrs Thatcher repeated that, while every effort would be made to seek a peaceful solution, the use of force could not be ruled out. She also made it clear that the sovereignty and administration of South Georgia was an entirely separate issue over the longer-term to that of the Falklands.

The British team accompanying Mr Pym in Washington would reveal no details of either the latest British proposals or of the previous Argentine plan. Officials said that all reports so far published about the contents of the proposals contained "wild inaccuracies."

Mr Pym would remain flexible, constructive and open-minded, the officials said. But the British Government would continue to insist on three stages in any solution and the British naval force meanwhile would remain on course and on time.

The first stage was the withdrawal of the Argentine forces in conformity with mandatory United Nations Security Council resolution 502. The second was the instalaton of an identifiably British administration in the Falklands.

Finally the UK would then revert to its 20-year-old position of seeking a negotiated solution, under which discussion of sovereignty would not be ruled out but the wishes of the islanders would remain "paramount."

Officials said that the question of which flag flew over the Falklands after an Argentine withdrawal was highly emotive, but there was no reason to get "hung up" on the issue.

The most important consideration in setting a framework for future negotiations was that it should not prejudge

Continued on Back Page

Publication of the annual Defence White Paper is being postponed, Mrs Thatcher told the Commons yesterday. Tory backbenchers have demanded a review of Britain's defences, but Mr John Nott, Defence Secretary, is believed to be unwilling to publish more than an addendum to the White Paper once the Falklands crisis has passed. He believes the Government must press ahead with the defence cuts announced last June. Parliament, Page 10

Falklands crisis, Page 5
Politics Today, Page 29

Lloyd's bars new business with Argentina

BY JOHN MOORE, CITY CORRESPONDENT

LLOYD'S and London insurance companies have decided they will accept no more business from Argentina until the end of hostilities in the Falkland Islands. All existing policies on Argentinian insurance risks are expected to be allowed to lapse in a decision which is likely to cost the London insurance market £30m in lost revenue.

In a highly unusual move the London insurance community has gone beyond the sanctions it was required to make by the British Government, when it imposed restrictions on trade with Argentina earlier in the crisis.

Under government requirements, while insurers were prevented from paying claims to any person resident in Argentina, there was nothing to prevent underwriters accepting reinsurance from Argentina.

In a letter to underwriters the ruling committee of Lloyd's said Government requirements prevented only the movement of money. But "your committee is convinced that it is contrary to the spirit of the Government's requirements if the Lloyd's market continues to handle new Argentine business or renewals of existing business."

The letter said: "It would be wrong for Lloyd's underwriters and Lloyd's brokers to be involved with the underwriting or broking of Argentine direct or reinsurance business." The decision also applies to Lloyd's underwriters who have reinsured other insurance companies' portfolios of Argentine business.

Underwriters have been told they must fully support the Government and must be aware that "it is commercially unacceptable for Lloyd's to accept business in the knowledge that they will be unable to respond to any claims."

Lloyd's has been supported in its tough stand by the British Insurance Association, which represents insurance companies in the London market.

Earlier this week a question was raised in the House of Commons about whether Lloyd's was still accepting the business of the Argentinian airline, Aerolinas Argentinas.

Sedgwick Group, the broker associated with the placing of the risk, denied it was handling the renewal of the business.

All underwriting in Argentina must be channelled through Instituto Nacional de Reaseguros (Inder), the state monopoly group. Inder then reinsures into world insurance markets. The latest decision by the London insurance community will put the local Argentine insurance market under considerable pressure.

KGB head likely to succeed Brezhnev

By Anthony Robinson,
Moscow Correspondent

MR YURI ANDROPOV, 67, head of the KGB, yesterday emerged as the man most likely to succeed President Leonid Brezhnev of the Soviet Union.

Mr Andropov, a member of the ruling Politburo, delivered a keynote speech at a Kremlin ceremony marking the 112th anniversary of Lenin's birth.

Mr Brezhnev, meanwhile, ended a month of speculation about his failing health by attending.

This was his first public appearance since he returned to Moscow exhausted after a four-day trip to Tashkent last month.

Mr Brezhnev's entrance was greeted with applause tinged with relief and he sat impassively throughout Mr Andropov's hour-long speech. At the end he shook hands with the political and military leaders ranged behind him, and left the stage with a wave to the audience of party faithful and diplomats.

Mr Andropov took advantage of the honour of having been asked to make the only speech at the ceremony by delivering a wide-ranging dissertation which observers believed established him firmly as the heir to the Communist Party's chief ideologue, Mr Mikail Suslov.

The death in January of the guardian of Communist orthodoxy brought the Kremlin succession struggle to a new pitch.

His speech also marked him as the leading candidate for party leadership on Mr Brezhnev's death or retirement, observers noted.

Mr Andrei Kirilenko, the 75-year-old Politburo veteran once considered the most likely stop-gap successor to Mr Brezhnev was one of several Politburo members absent from the ceremony.

Mr Kirilenko has not been seen in public for several months and is reported to be seriously ill.

Mr Arvid Pelshe, at 83 the oldest Politburo member, was also absent as were Mr Grigori Romanov the Leningrad party chief and the two other regional party leaders Mr Dimukhamed Kunaev of Khazakstan, and Mr Vladimir Scherbitski of the Ukraine.

Mr Andropov's 15-year tenure as head of the KGB has sometimes been seen as a liability in promotion terms. But it is now considered probable that he will step down from his KGB post at the forthcoming party full assembly expected next month.

He could then formally take over the top ideological post left vacant since Mr Suslov's death.

Employment Bill toughened

BY JOHN LLOYD, LABOUR EDITOR

THE GOVERNMENT yesterday toughened significantly one of the major clauses in the Employment Bill by making it easier for employers to sack workers who strike or take other forms of industrial action.

Introducing the changes in Clause 7 of the Bill in its committee stage in the House of Commons, Mr Michael Alison, Employment Minister of State, said: "We are taking it further. We are making no bones about that."

The changes are:

● To remove the provision in the Bill which compels employers to give four days' notice to strikers of intention to dismiss if they do not return. The employer may now dismiss instantly without facing an unfair dismissal charge.

● To allow the sacking of those taking industrial action, not just those on strike.

● To allow employers to distinguish among strikers, or those taking industrial action, at different plants when dismissing them. The Bill, as drafted, would have forced the employer to sack all employees taking part in a strike from all plants involved; the change allows the employer to sack all in a given plant and none in another.

● To set a timelimit of three months, after which an employer can re-employ a dismissed striker without facing a claim for unfair dismissal from other sacked employees not re-engaged.

● To amend Section 62 of the Employment Protection (Consolidation) Act 1978 to allow employers not to sack strikers who have returned to work but to sack those who have not, without being open to claims of unfair dismissal from the workers dismissed.

● To require a complaint for unfair dismissal under this clause to be made within six months of the dismissal notice.

The changes would effectively allow employers to be more selective in sacking groups of workers taking industrial or strike action—though it does not permit "picking" on individuals—without facing expensive claims for unfair dismissal.

They were made following representations, especially from the CBI, that the clause as drafted was something of a useless blunderbus.

While the Government line was that the changes, although significant, were not "draconian," Labour's representatives on the standing committee reacted furiously to their introduction.

Mr Harold Walker, Opposition Employment Spokesman, described the proposals as a "victimisation clause." He said: "The Government has given in to employers who want to have powers to intimidate trade unionists and people engaged in industrial action."

The Government was "introducing major changes at the

Continued on Back Page
Top civil servants face row over Bill, Page 11

Dunlop makes no profit but tyre losses cut

BY RAY MAUGHAN

DUNLOP, the UK tyre manufacturer, barely broke even in 1981 in spite of a £70m rise in sales to £1.46bn. The group neither made not lost money before taxation but shows a £41m deficit for the year after tax and minority interests. In 1980 pre-tax profits amounted to £10m.

The group states that a "marked improvement in the second half" is continuing in Before interest, which the early months of 1982. absorbed £45m for the year as a whole, Dunlop produced profits of £19m in the six months to June 30 and £33m in the remainder of the year.

The UK market was the only area where the group was making a loss, but the annual loss on tyres in Britain declined from about £22.5m to £16m before interest and taxation.

The UK payroll has been cut progressively to about 4,400 from a total of 11,500 employees before the closure of the Speke plant in 1979.

The effects of heavy retrenchment in the UK and the impact of currency fluctuations have lessened the importance of Dunlop's domestic tyre turnover to the point where it has been overtaken by sales by the Asian and Australasian operations.

These expanded last year from £148m to £184m while UK sales shrank by £26m to £176m. Dunlop sold tyres worth £163m in the rest of the EEC, against £167m in 1980, while North American sales rose from £111m to £162m.

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De Lorean's plan may bring deal

BY JOHN GRIFFITHS

THE proposal by Mr John De Lorean for U.S. investors to take over the Belfast sports car venture provide the basis for an agreement, the Receivers said last night.

The plant, which still employs 1,500 workers, is to be kept operating until the end of May when it is hoped that an agreement will be completed.

The investors remain unidentified, even to Sir Kenneth Cork, who is joint receiver with Mr Paul Shewell. Sir Kenneth said the Receivers' lawyers were in contact with those of the investors, to establish the status and conditions of the offered investment. The draft heads of an agreement were being drawn up. If a final agreement then appeared in prospect the investors would identify themselves to allow further checking.

Mr John De Lorean, chairman of the U.S. sales company, said last night that the investors did not wish to identify themselves yet.

Mr De Lorean said that the proposed deal would mean that he and existing directors of the American company would give up all their equity in the venture.

He said the deal would also involve the investors—who will put up $35m (£19.7m)—taking over the Belfast manufacturing company, into which the Government put £67m in grants, loans and equity. It would do so by assuming the £23m mortgage on the plant, over which the Government has first lien.

One of the main stumbling blocks to normal sales being resumed has been removed by the payment to Bank of America of $13.7m (£7.7m) of $19m (£10.7m) owed to it for financing De Lorean's U.S. stocks.

Bank of America had seized 1,979 cars pending payment. Mr De Lorean said: "I am completely confident that we can pay the bank off completely in the next two to three weeks."

He said that many dealers had order backlogs and that sales prospects were bright.

Sir Kenneth struck a more cautious note, declaring that everything "is still subject to change." However, there now appeared to be a way ahead.

Employees were told of the proposals at a plant meeting yesterday afternoon.

Mr Sean O'Neill, a Transport and General Workers shop steward, said afterwards that workers welcomed the "breathing space" until the end of May. "But I do not want people to be over optimistic. De Lorean workers have had their hopes built up before only to have them dashed."

£ in New York

—	April 21	Previous
Spot	$1.7785-7800	$1.7690-7705
1 month	0.20-0.25 pm	0.24-0.29 pm
3 months	0.61-0.69 pm	0.67-0.75 pm
12 months	1.88-2.03 pm	1.95-2.10 pm

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For latest Share Index phone 01-246 8026

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISES		
Beecham	246	+ 6
Brit Aluminium	64	+ 4
British Sugar	480	+ 15
Bullough	186	+ 10
Dentsply 9% Cnv	£90	+ 4
Douglas (R. M.)	61	+ 4
Fairview Estates	114	+ 10
Harris Queensway	172	+ 8
Hawker Siddeley	316	+ 10
Laporte	150	+ 4
Rush & Tompkins	224	+ 6
Spencer Gears	13	+ 2
Stanley (A. G.)	60	+ 4
Steel Brothers	230	+ 25
BP	312	+ 12
Burmah Oil	144	+ 5
IC Gas	193	+ 8
LASMO	340	+ 15
Shell Transport	402	+ 12
Hampton Areas	148	+ 6
MIM Hldgs.	180	+ 9
Poseidon	104	+ 4
Unisel	465	+ 14
FALLS		
Guinness Peat	70	— 5
Metal Box	156	— 8
Owen Owen	170	— 8
Ashton Mining	50	— 5

Oil groups win concession on prices in France

BY TERRY DODSWORTH IN PARIS

FRENCH OIL companies have won significant concessions from the Government on both prices and closures in the refinery industry in return for promises to invest FFr 3.5bn (£318m) this year.

According to M Edmon Hervé, the Energy Minister, overall spending in the industry in new refinery facilities should amount to about FFr 15bn over the next five years. The aim will be to give the industry up-to-date refining equipment better adapted to the use of cheaper crude oils and the type of finished products themarket now needs.

The project brings to an end long negotiations between the Government and the French-based oil groups. For several years the companies have been losing money heavily on their refining activities, resulting in a disastrous FFr 13bn deficit for the industry as a whols last year.

During the negotiations—which included Elf Aquitaine and Total, the two French groups in which the Government has significant shareholdings—the companies have argued that the rigidly controlled pricing structure for oil products in France has undermined their profits.

Under this system of control, which goes back to the 1920s, the Government arbitrarily decided on price increases, but was criticised for being "too late and too little" with its adjustments.

Rather than opting for complete pricing freedom, as in most other sectors of French industry, the Government is now changing this controlled system for a partly indexed structure. Maximum prices in future will be determined by reference partly to crude prices in Rotterdam, and partly to an average of published prices of EEC countries as collated by the Community in Brussels.

There will also be a minimum regulated price to prevent margins deteriorating and leading to similar problems to those the industry faces at present.

The effect of the system, to be introduced gradually over the next three months, will be to leave ordinary petrol at about its current price of FFr 4.04 a litre, while slightly increasing the price of super grade, and adding substantially to prices of domestic fuel and diesel.

Talks will now start between the oil companies and the unions on the methods of running down the three refineries earmarked for closure. These are at Valenciennes (Elf), Dunkirk (BP) and Hauconcourt (Total-Esso-Elf).

M Hervé said that the companies had agreed to substantial redeployment programmes, along with early retirement projects, and some creation of jobs, including 265 in the hard-hit Valenciennes area.

Syrian diplomats expelled after bombing in Paris

BY DAVID HOUSEGO IN PARIS

FRANCE IMPLICITLY blamed Syria yesterday for an explosion in central Paris yesterday that killed one person and wounded 63 others.

Wreckage was scattered over a wide area after a powerful explosive placed in a hired car outside the offices of the pro-Iraqi paper, Al Waltan Al Arabi, near the Champs Elysee, went off as people were arriving for work. It was the fourth serious terrorist attack in France this year.

Within hours, M Gaston Defferre, the Minister of the Interior and acting Prime Minister, announced the expulsion of two Syrian diplomats in Paris, including the military attaché. The French ambassador was also recalled from Damascus.

Later in the day, Mr Abdul Halim Khaddam, the Syrian Foreign Minister, announced that he was cancelling a stop-over in Paris yesterday evening

The Syrian Government also recalled its ambassador from Paris.

In Damascus, Syrian officials seemed surprised by the French reaction.

"We categorically refute any form of hint or insinuation that Syria is behind the explosion that took place today in Paris," said one official.

The attack, if Syrian inspired, appeared to have two objectives. It is seen in Paris as part of the increasingly bitter feud between Syria and Iraq in which other pro-Iraqi journalists have been shot at by Syrian gunmen.

It would also seem intended as a crude warning to France against interference in the Lebanon where France has incurred Syrian hostility by attempting to reconcile the warring factions.

Fokker and Lockheed to modify F-28 jet

By Charles Batchelor in Amsterdam

FOKKER, the Dutch aircraft group, is to link with Lockheed to develop a modified version of Fokker's F-28 jet for use by the U.S. Government.

Manufacturers will be asked this summer to submit proposals for an aircraft to carry government officials and foreign dignitaries. These aircraft, known as the Special Air Mission Fleet, are operated by the U.S. Airforce.

The 11 Lockheed C-140B jetstars currently in use are coming to the end of their working life and the U.S. company has no replacements available.

Lockheed will be prime contractor on both the proposal and the project if it is allotted to the Dutch/U.S. team. Fokker will supply airframes of its Mark 2000 F-28 while Lockheed will modify the interior and install avionics equipment at its plant in Ontario, California.

While Fokker will supply most elements of the modified aircraft, Lockheed has been chosen as prime contractor so as to make the project more acceptable to the U.S. Government.

The U.S. Government has announced its intention of asking for proposals from manufacturers, but final details of the aircraft required will not be known until the formal document is issued later this year. The basic F-28 costs around Fl 20m (£4.1m), but a modified version would be more expensive.

This order would be a welcome boost for the F-28, which never matched the success of Fokker's F-276 turboprop. Nearly 200 F-28s have been sold to 460 perators, including in the U.S., Altair Airlines of Philadelphia and Empire Airlines of Rome.

Fokker and another U.S. manufacturer, McDonnell Douglas, announced in February that they were pulling out of a more ambitious joint project to develop a 150-seat airliner, code-named the MDF-100, because of worsening prospects for the aircraft.

Banco Real

Banco Real has asked us to point out that it is a privately-owned corporation with limited liability and is not owned by the Brazilian Government as was reported in the Financial Times on April 6.

SPD VOTES NARROWLY TO REJECT N-POWER STATION FREEZE

Party bows to Schmidt on nuclear energy

BY JONATHAN CARR IN MUNICH

WEST GERMANY'S ruling Social Democrat Party yesterday narrowly rejected a proposed two-year freeze on construction of new nuclear power stations. In taking the stand at its congress here, the party gave its support to Chancellor Helmut Schmidt who had urgently warned against the freeze plan in a speech on Tuesday.

However, the vote—taken on a show of hands—was very close and showed that Social Democrats are still deeply divided on the nuclear power issue.

More than two years ago at its congress in West Berlin, the party decided after lengthy and fierce debate to give energy priority to domestic coal, but to leave open the door to some nuclear power development, too.

This time, the debate was much shorter on this issue (little more than an hour) but the opponents of nuclear power seemed still more convinced

Speakers stressed that the country had achieved significant oil savings over the past two years and that there was now an energy supply surplus which did not justify building more nuclear power stations. Above all, the opponents stressed that no satisfactory long-term solution had been found to the problem of nuclear waste disposal.

Supporters underlined that a construction freeze could mean that West Germany would fall even further behind other nations in nuclear technology and that excessive reliance on coal would produce big environmental protection problems. One coal-miner's leader made a particular impact on the congress by stressing that he was in favour of nuclear power as well as coal, and asked delegates whether they wanted to leave suport for "Helmut Schmidt's energy policy" in the hands of the trade unions alone.

Herr Schmidt appeared clearly relieved by the decision to reject the freeze, which had been seen by the Government as one of the key hurdles at this congress. He was also easily re-elected deputy chairman of the party with 385 votes in favour, 67 against and four abstentions—roughly the result he achieved at the last congress. Herr Willy Brandt was re-elected chairman with 388 votes in favour, 31 against and seven abstentions.

Poles told not to expect better conditions

BY CHRISTOPHER BOBINSKI IN WARSAW

POLES cannot expect an improvement in their living standards despite signs of an upturn in the economy, a party central committee meeting in Warsaw was told yesterday.

Mr Marian Wozniak, party secretary responsible for the economy, said that this must be brought home to the population as well as the fact that the 1970s had seen the country "living beyond its means."

Both Mr Wozniak and Mr Janusi Obodowski, the Government Deputy Premier in charge of the economy, who also delivered a major speech, said the growth in exports was essential. Both asserted that Poland was willing to meet its debt obligations, but needed new credits and a debt rescheduling agreement if this was to be possible.

Mr Obodowski said that the government would resist the growing pressure to increase wages. "The race to empty government tills is still on," he said, asserting that the authorities would do their utmost to balance supply and demand.

In the absence of prospects for growth in the supply of consumer goods, Mr Obodowski's statement implies that the authorities will condone a further growth of prices and will try to depress demand through an income tax system which is being prepared.

The speeches both pledged full support for the decentralising economic reform which is being introduced. However, Mr Obodowski said that the state of the economy meant that rationing of essential materials would have to be kept in force, a major barrier to the principle of the free flow of resources.

Mr Wozniak said that workers' self-government should be re-introduced even under martial law. However, in an important proviso he said that in some factories elections to workers' council might have to be held again and the powers of the councils would have to be limited.

In another development, the Senate of Warsaw University has protested against the dismissal of the democratically-elected Rector, Professor Henryk Samsonowicz, by the Education Minister two weeks ago.

The protest shows that Poland's martial law authorities are still coming up against resistance from democratically-electe dbodies which are refusing to how to arbitrary official decisions.

A transcript of a conference held by Communist Party officials on March 30 on the subject of the banning of the Polish journalists' association, SDP, shows that when faced by such resistance, the authorities adopt hardline methods.

In a statement issued yesterday after a day-long meeting on Wedensday, the Senate of the University, in effect its governing body, asks the Minister, Professor Benon Miskiewicz, to "repair his error" and appeals to the Government to "permit Professor Samsonowicz to continue the work he began as Rector of Warsaw University."

The Senate also demands that the Rector should respect and defend the autonomy of the University, work to restore self-govering student unions and continue to work to free the interned and arrested students and staff at the University

Yugoslavia looks to borrow extra $400m

BY DAVID BUCHAN AND ALEKSANDJ. LEBL IN BELGRADE

YUGOSLAVIA HOPES to borrow up to $400m in medium- and long-term money on the international markets this year to pavy off some of its short-term debt and to ease a payments position that has made Western bankers nervous in the wake of the Polish financial crisis.

Mr Milan Golijanin, vice-governor of the national bank, said yesterday that Yugoslavia was negotiating with French, West German and Italian banks, hoping to conclude some arrangement by mid-summer, because the country's balance of payments traditionally was worst before the start of the tourist season.

National bank officials insist that Yugoslavia has been unfairly tarred with the Polish brush—and the Romanian, for that matter—and that the economy's underlying trends are sound. Yugoslavia could and would service on time its $15.4bn net hard currency debt. The possible replacing of one part of shorter maturities with longer term ones was a far cry from Polish or Romanian style rescheduling.

There is no sign yet, however, that Western banks are more interested in lending to Yugoslavia than they were last autumn, when Belgrade tried unsuccessfully to raise up to $400m on the markets.

Mr Dimitrije Dimitrijevic, the national bank's research director, noted that Yugoslavia's current account deficit in hard currency had narrowed further in the first quarter of this year to $850m. This compared with 1.15bn in the same period of 1981.

This was due less to a 4 per cent rise in exports than to a sharp 12 per cent drop in imports and the reason for this was the virtual drying-up of credit for Yugoslavia with which it could buy Western goods.

"The scare over Poland has cost us around $800m," a Yugoslav official complained. He derived this figure from the fact that Yugoslavia only managed to borrow some $500m in medium- and long-term commercial and financial credit in the first quarter of 1982, slightly less than half that raised in the same period a year earlier. At the same time, short-term credit lines which had risen to about $250m in the spring of 1981, cut $100m in the past three months

The paradox, said national bank officials, was that just as Yugoslavia improved its perforamnce on trade balance with the West — one the most closely watched indicators—Western bankers were apparently lowering the country's credit rating. The first quarter shrinking of the trade gap with the West, they said, was precisely because of the reduced credit to buy Western goods.

Yugoslavia is due this year to repay $2.4bn worth of principal and $2.1bn in interest. Its total financing gap is put by the national bank at $3.4bn, to "cover the current account deficit and to build up reserves." These reserves stand at $1.9bn, but the bank hopes to build them up by the end of the year to $2.6bn, the same level as at the end of 1981.

The bank believes that the bulk of borrowing up to about $2bn will come in official Wester export credit. Of the remaining $1.4bn, the Internationa l Monetary Fund has provided $620m in the form of a further standby credit tranche, Kuwait has provided $250m this month, and some $150m is expected to come from the World Bank.

If Yugoslavia cannot raise all of the extra $400m it wants, then it will simply "restructure" a little less of its short term debt, Mr Golijanin said, stressing that the country faced no liquidity crisis.

Joergensen on visit to Greece

ATHENS—Mr Anker Joergensen, the Danish Prime Minister, in Greece on a three-day official visit, said yesterday it may be possible to smooth out Greece's problems with the European Economic Community within this year.

"We sometimes find solutions for Britain. Why not for Greece?" Mr Joergensen told a news conference after two days of talks with Mr Andreas Papandreou, his Greek counterpart.

"I think it should be possible to find a solution that is satisfactory and acceptable to both Greece and the EEC."

Denmark becomes the rotating president of the Community for the second half of 1982, when the 16-page Greek memorandum submitted last month will be discussed. Greece's Socialist Government seeks more cash help from the EEC and protection for its less developed industries.

Greece, which joined the Community in January last year, also wants a new EEC fund for Mediterranean regions and to boost its farmers' incomes through a national fund, in defiance of Community regulations.

The Danish Premier said he agreed with Mr Papandreou that unemployment is "the worst economic problem now facing the EEC." It was important for all Community members to work closely on this problem and handle it together," he said.

Eurostat, the EEC statistical service, sai dearlier this week more than 105m people, or 9.3 per cent of the EEC workforce, were jobless last month.

AP

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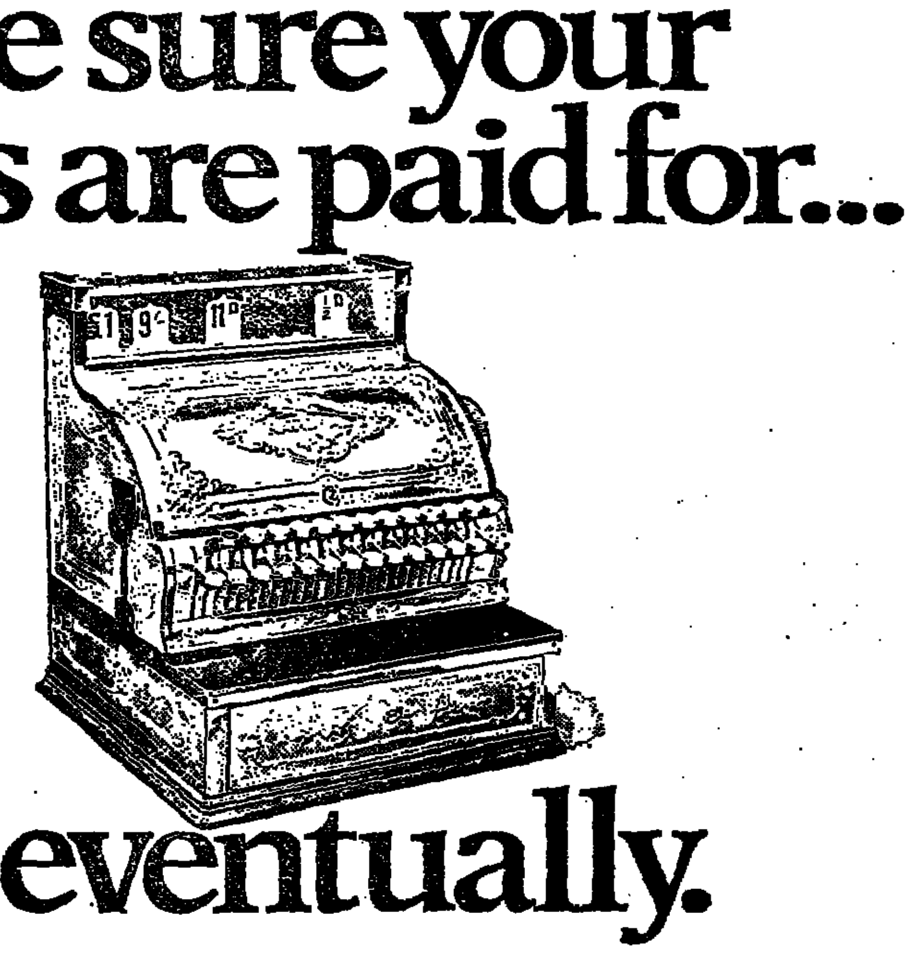


West Berlin to repair its rusted U.S. link

By Leslie Colitt in Berlin

WEST BERLIN'S congress hall, which was donated by the United States, is to be rebuilt by the city, following the collapse of its roof two years ago, as a "symbol" of German-American solidarity. The far-Left opposition, however, opposes reconstructing what it calls a "corroded symbol."

The decision to rebuild comes in time for President Ronald Reagan's visit to West Berlin *on June 11 when a large anti-nuclear demonstration* is planned.

The city's Christian Democrat-ruled administration has decided to reconstruct the cantilevered roof of the congress hall—dubbed the "pregnant oyster"—at a cost of at least DM 80m (£18.7m).

The main opposition party, the Social Democrats, back the decision, but the small, extreme left-wing Alternative List party, which swept into the city legislature in last year's election, calls it a waste of taxpayers' money.

It considers that the city needs public swimming pools and the refurbishing of existing theatres more urgently than a "central palace of culture."

The congress hall was donated in the early 1950s by the Benjamin Franklin Foundation in the "name of the *American people," and* its butterfly roof was regarded as of architectural note. But in May 1980, the roof's steel supports gave way after years of corrosion through cracks in the pillars.

West Berlin is frequently criticised for having spent a great deal in recnt years on a few public buildings.

The International Congress Centre, one of Europe's biggest convention halls, was built at a cost of DM 1bn (£235m) and several hundred million D-marks were spent on restoring a Bauhaus-era building on the Kurfuerstendamm to house the city's leading theatre ensemble.

All this was done under the previous Social Democrat administration. But since then, the Bonn Government, which is providing DM 10.2bn, or 54 per cent of this year's West Berlin budget, has stopped showering the city with benefits from its depleted cornucopia.

Leslie Colitt, in Berlin, traces the recent development of the nuclear disarmament movement in East Germany

East Berlin declares war on 'non-existent' peace force

WEST GERMANY'S anti-nuclear movement, which has mushroomed into one of the most powerful opposition forces in the country, has inspired a small but active peace movement in East Germany which the Communist Government seems determined to crush.

In less than a year, the West German peace movement has come to exert a strong influence on both U.S. and Soviet foreign policy and, together with the other European anti-nuclear forces, is credited with helping to give rise to a parallel nuclear *disarmament movement* in the U.S. This development is regarded by the West German peace campaigners as a convincing answer to charges that their movement has distinctly anti-American overtones.

Protestant Church groups *formed* the nucleus of both the East and West Grman peace movements. West Germany's movement made it debut as a political force last October when 300,000 opponents of nuclear missiles in East and West Europe gathered in Bonn's Hofgarten. The decision by Chancellor Helmut Schmidt's Social Democrats (SPD) to support the deployment of new intermediate-range U.S. nuclear missiles in West Germany came under especially sharp attack.

The many factions brought together last autumn in Bonn and at anti-nuclear rallies over Easter appeared united only in their aim of reducing the level of nuclear weapons in East and West. This unity is now threatened by the ambivalent role of the tiny but highly organised West German Communist Party (DKP) which may have overplayed its hand in the peace movement.

While demanding unilateral nuclear disarmament for Nato, the intensely pro-Moscow DKP has refused to call for equivalent steps by the Warsaw Pact. At an Easter Monday peace march in West Berlin, organised by the Communists, non-Party demonstrators were prevented from reading aloud calls for co-operation between the peace movements in both blocs.

The Communists deny there is any reason for a non-government East German peace movement: thus it cannot exist.

In East Germany, the Communist youth movement FDJ altered the slogan of the West German peace movement "create peace without weapons" into "create peace against Nato weapons." East Germany's Defence Minister, General Heinz Hoffmann, recently said: "Much as we would like to scrap our weapons in the future, Socialism and peace still need our plough shares and our swords"—a reference to the emblem of the East German peace movement.

The DKP in West Germany has called for a massive demonstration against U.S. and Nato nuclear policies during President Reagan's visit to Bonn on June 10 for the Nato summit conference. This, however, has been rejected by the "Greens," the strong ecology party whose members make up a large part of the peace movement.

If the DKP is *shut* out of the main body of the peace movement it may serve to strengthen the movement's appeal to West Germans—$5 per cent of whom, according to the most recent poll, already sympathise with its goals. Herr Willy Brandt, the SPD chairman, is among its supporters although he has said that he did not agree with the means to achieve these goals.

East Germany's peace movement was launched quietly last year when young East Germans in the Protestant Junge Gemeinde groups began wearing patches on their jackets depicting a statue which the Soviet Union donated to the UN. It showed a man beating a sword into a ploughshare. Despite the impeccable political credentials, the emblem's wearers were ordered by teachers and the police to remove them immediately.

The Protestant church intervened with the authorities, calling it a breach of the Church-State *modus vivendi* agreed four years ago when Herr Erich Honecker, East Germany's leader, assured Church leaders his Communist government would respect the Church's "sphere of activity."

For a while, the authorities displayed restraint, but the growing strength of the West German peace movement led an ever-greater number of disaffected young East Germans to display the anti-war emblem. The East German government ordered a crack down: hundreds of young people were hauled off to police stations and told that further "provocations" would mean eviction from school or the loss of their jobs.

In February, the East Berlin *pastor* Herr Rainer Eppelmann —the unofficial head of the East German peace movement—drew up a document on German disarmament. Herr Eppelmann's "Berlin Appeal" called for: the removal of all nuclear weapons from Germany; the withdrawal by the four World War II allies of their "occupation troops from Germany"; and guaranteed non-intervention in the "internal affairs" of the two German states.

The East German authorities' response to this programme was to arrest Pastor Eppelmann for a brief period. Meanwhile, around 700 people have signed the Pastor's Berlin Appeal, while others are said to have signed copies circulating throughout East Germany.

The traditionally cautious Protestant Evangelical Church *in East Germany* is largely opposed to Pastor Eppelmann's highly political brand of peace protest fearing it could lead to an open struggle between Church and State. One senior East German clergyman in Saxony criticised as "Utopia" Pastor Eppelmann's goal of "reunification" and noted that in the "two worlds of Lutheranism"—the spiritual and the secular—the Church's role was to remain apolitical.

This view, though, is not shared by many younger pastors in East Germany or by the thousands of young East Germans who packed Dresden's Kreuzkirche in February for the first major peace demonstration in any Warsaw Pact country.

Protestant Church faces a crucial choice

BY OUR BERLIN CORRESPONDENT

The Protestant Church in East Berlin has underlined its opposition to U.S. and Soviet nuclear missiles by calling for a *unilateral reduction in the* level of Soviet SS20 missiles targetted on Western Europe while backing Soviet President Leonid Brezhnev's offer of a moratorium in the deployment of missiles in Europe.

The Protestant Evangelical Church, at the end of a synod of the East Berlin regional church on Tuesday, *said it will continue to sup*port young East Germans who are harassed for wearing peace movement emblems. The Church urged the Government not to misinterpret its opposition to the "militarisation" of East German life *and its support* for peace campaigners as representing political opposition.

The East Berlin Church *sent a letter to churches* in the Berlin-Brandenburg area saying that previously taboo military-political topics should now be openly discussed.

East Germany's Protestant Church, which is estimated to have some 5m members out *of a population of 17m,* is at one of the crucial junctures in the post-war period. On previous *occasions* the Church *chose to divorce itself from* politics in the Lutheran tradition but the independent peace movement in East Germany is seen by the Communist Government as a highly political threat to its stability.

Tax threat to future of Dublin's Stock Exchange

BY BRENDAN KEENAN IN DUBLIN

WITH THE energy of men who feel the waters closing above their heads, the members of the Irish Stock Exchange have launched an unprecedented campaign against the changes in the rate of capital gains tax introduced in last month's Irish budget.

Their main target is the proposal to tax gains made within a year at 60 per cent, with no indexation for inflation. The more gloomy stockbrokers claim that this proposal, if it goes through, will mean the closure of the Dublin Exchange within a few years.

Every minister, Member of Parliament, listed company and financial institution has been circulated with a copy of the Exchange's case. There has already been a meeting with the *Minister of Finance Mr Ray* McSharry, to urge changes before the Finance Bill is introduced.

The new rates replace the previous scheme which charged 30 per cent tax on gains made within three years of acquisition. Thereafter there was a scale of deminishing charges, with no tax payable on the gains from an asset which had been held for more than 21 years. There was also indexation after the first year.

The defeated budget in January increased the top tax rate to 40 per cent but between the General Election in February and the new budget, Mr Charles Haughey's Fianna Fail Government introduced a 60 per cent rate in the first year, 50 per cent in the second and 40 per cent thereafter.

The primary objective, apparently, was not share deals but speculation in development *land. The re-zoning of hundreds* of acres around Dublin from agricultural to industrial and residential use has made paper millionaires out of landowners who have seen the value of their property rise from I£40,000 (£32,520) an acre to I£200,000 overnight.

The exchange's argument is that any further drop in dealings would threaten not just equities but the existence of a market in which government securities can be traded, and in which the financial institutions can operate. "How would it look abroad," asked one leading member, "if Ireland *cannot maintain* a stock exchange ?"

The Stock Exchange claims that, applied to shares, the new rates will ruin the market in Irish equities — already *depressed* because of the recession and the reduced activity after the introduction of exchange controls with the UK in 1979. Some stockbroking companies have their staff on a three-day week.

The Exchange's argument put to Mr McSharry is that any further drop in dealings would threaten not just equities, but the existence of a market in which government securities can be *traded* and *in which* the financial institutions can operate. "How would it look abroad if Ireland cannot maintain a stock exchange?" said one leading member.

Not everyone is quite so pessimistic. Government officials claim the proposed tax charges will not overburden this sector. They argue, too, that unlike the UK Irish investors have had indexation from the second year since 1978.

Nevertheless, consciously or not, the thrust of recent policies, as an independent analyst pointed out, has been to make investment in equities less and less attractive.

Irish industry raised I£110m on the market last year, but the biggest sufferers from the new proposals would probably be Irish oil companies, whose high risk shares have been attractive mainly because of the possibility of short-term capital *gains. They could have difficulty* raising money to participate in new drilling programmes.

The brokers admit, however, that this is not the best time to look for relief, with the Government facing a trade union revolt over higher national insurance contributions. A cut in the capital gains rate would, in the words of one minister, "be political dynamite."

There is some sign of worry in the Department of Finance that, in what was a rushed proposal, the impact on equities may have been underestimated. Mr McSharry has hinted he might raise the tax-free threshold of I£500 to I£1,500 —double for married couples. This would be a help, although officials are worried that it could not be confined to share deals but would apply to all capital gains.

Another way out might be to provide indexation in the first year.

Mr Haughey . . . aiming to curb land speculation.

Palestinians urged not to retaliate

BEIRUT — Strains appeared yesterday in the Palestine Liberation Organisation (PLO) amid reports of pressure on it from the Lebanese and U.S. Governments not to retaliate after Wednesday's Israeli air raids south of Beirut.

First indications were that the bulk of the PLO was against a military riposte for fear of provoking an Israeli invasion of south Lebanon, but several radical Palestinian factions called for vengeance.

Tension remained high in Lebanon as Israeli jets flew reconnaissance missions over Beirut and the south of the country, including areas bombed earlier.

About 25 people were believed killed in the two-hour air strike, although estimates differed. The raids were concentrated around the Palestinian stronghold of Damour, 10 miles south of Beirut.

It is understood the Lebanese Prime Minister, Shafiq al-Wazzan, contacted Salah Khalaf (Abu Iyad), a leading member of the mainstream Fatah Palestinian commando group, on Wednesday night to urge restraint.

State-run Beirut Radio said the Lebanese Parliamentary speaker, Mr Kamel Al-Assad, was sending a message to the PLO chairman, Mr Yasser Arafat, calling on him to beware of the "trap" Israel was laying for his organisation.

At the United Nations, a PLO central council member, Mr Shafiq Al-Hout, said the U.S. had appealed to the Palestinians through a third party not to retaliate for the air raids, which came only four days before the completion of Israel's withdrawal from Sinai.

Officials of Fatah, Mr Arafat's PLO faction, said they had no plans so far to retaliate against the Israelis. The PLO itself has issued a low-key statement, accusing Israel of violating the Israeli-Palestinian ceasefire and said the Palestinians knew how and where to react.

But it stopped short of saying the PLO considered the ceasefire defunct.

The Radical Popular Front for the Liberation of Palestine, which is also part of the PLO, sad however that Israel had annulled the ceasefire. It pledged to pursue armed struggle against Israel from all Arab fronts "and in particular the south Lebanon front."

A spokesman for the UN peacekeeping force in south Lebanon (Unifil) reported little unusual activity yesterday in the border strip controlled by Israeli-backed Lebanese militias.

He said four Israeli tanks entered the strip yesterday but then returned to Israel.

Reuter

Israelis will wait for PLO reaction, U.S. told

BY DAVID LENNON IN TEL AVIV

ISRAEL reassured Washington yesterday that its ai rraid on Palestinian camps in Lebanon on Wednesday did not mean the end of the nine-month ceasefire with the Palestinian Liberation Organisation.

Any further Israeli action in Lebanon will be determined by how the Palestinians respond to the air strike, Mr Walter Stoessel, US Deputy Secretary of State, was assured during a meeting in Jerusalem with Mr Menachen Begin, the Prime Minister.

The air strike was the first since Mr Philip Habib, the special U.S. envoy, negotiated an end to 12 days of bloody cross-border fighting between Israel and the PLO guerrillas in southern Lebanon last July. It has raised fears that a major Israeli incursion into Lebanon is now more likely than ever.

Mr Stoessel said after his meeting with the Premier that they had agreed that both sides had every interest in seeing that the situation remained calm and that the agreements on cessation of hostilities were observed.

There was considerable tension in Israeli towns and villages in northern Israel yesterday however, where people feared rocket and artillery attacks by the Palestinian guerillas in retaliation for the air strikes.

Residents spent Wednesday night in bomb shelters but emerged yesterday. Schools were open. During last July's fighting thousands of Israelis fled south to escape the Palestinian bombardment.

Israeli officials denied that the timing of the air strike was connected in any way with the evacuation of Sinai settlements in anticipation of final withdrawal on Sunday, or intended to distract attention from the eviction of protestors opposed to the peace treaty with Egypt.

Officials in Jerusalem yesterday stressed that no decision had been taken to launch any ground attacks into Lebanon as had been feared, for some time. They said that the next development concerning Lebanon depended totally on the PLO.

"As far as we are concerned, we can go along with the ceasefire indefinitely," the Foreign Ministry spokesman said at his daily briefing. "But if a provocation takes place, we will hit back strongly. Israel has made it clear that it will not tolerate any more attacks by the terrorists."

Gen Rafael Eitan, the Israeli Chief of Staff, said after the air strike that it was intended as "a one-time Israeli reminder that the ceasefire has to be kept to the letter." Israel has been complaining for some time about violations of the ceasefire agreement by the Palestinian guerrillas and launched its air raid on Wednesday after an Israeli officer was killed, when his jeep rode over a landmine in southern Lebanon on Wednesday morning.

Having now broken the ceasefire even if only, as claimed, for a single operation, and having received only a minor reprimand from Washington, Israel will undoubtedly feel its hands are no longer tied in responding to Palestinian attacks.

Even if the Government speaks about the ceasefire still holding, the chances of further strikes into Lebanon must have increased significantly. Despite earlier false alarms there has been a growing feeling within Israel that any major strikes would come after the completion of the withdrawal from Sinai.

Washington has repeatedly urged Israel to honour the ceasefire, and has applied heavy pressure on Jerusalem not to launch a major invasion of Lebanon. Early last month Mr Habib made a swing through the area to calm the rising tension. He made no progress on resolving the basic disputes, but apparently succeeded in maintaining relative calm.

Within Israel there is pressure to destroy the growing strength of the guerrilla forces in Lebanon. In recent months there has been much talk about a large-scale invasion designed to break the military power of the PLO and push the surviving guerrillas further north in Lebanon, where their artillery and rockets will not have the range to shell Israel.

According to the Israeli army there are some 15,000 guerrillas in southern Lebanon and they have used the ceasefire to absorb new weapons, especially artillery, as well as to build bunkers and fortify positions.

The fear in Israel is that this increased firepower will eventually be used against targets across the border and this has been the source of much of the pressure to launch a pre-emptive operation.

Charles Richards adds from Cairo: Egyptian Foreign Ministry officials declined to comment on Israel's air raids into Lebanon yesterday. The Defence Minister, Field Marshal Abdel Halim Abu Ghazala told reporters: "It is a bad time. We are against any kind of war, any kind of conflict. We hope this kind of nonsense will stop very soon."

Scorched earth and apprehension in Lebanon

BY PATRICK COCKBURN IN BEIRUT

VERY LITTLE of the military training camp high in the hills above the port of Sidon in south Lebanon was left by the time the last fighter bomber flew back to Israel on Wednesday evening.

At the end of the steep glen amid scorched olive trees stand two burned out jeeps and a dozen cars, one crushed by boulders when a rocket brought a cliff down on top of it. They are surrounded by torn and crumpled corrugated iron from the roof of the rudimentary barracks, where five men died and 10 were wounded.

The camp belonged to the Lebanese Arab army, a 1,000-strong breakaway group from the Lebanese regular army, which it accuses of being Christian-dominated and hostile to the Palestinians.

In the nearby village of Mazboud, local women wearing black dresses and white headscarves were yesterday attending the funeral of one of those who died. The attack has left the villagers and the motley troops in Mazboud extremely aprehensive. An interview with Lt. Ahmed Khatib, who commands this little private army, had to be hurriedly adjourned to a nearby grove of olive trees when Israeli fighters flew overhead.

Apprehension pervades Lebanon after Wednesday's raids by the Israelis. Many Palestinians and Lebanese see the attack as the first round of a conflict which is bound to escalate over the next few months and which will eventually lead to invasion by the 36,000 Israeli troops believed to be waiting in northern Israel.

For the moment, the Palestine Liberation Organisation is trying very hard to maintain the nine-month ceasefire which has kept an uneasy peace between Israel and the PLO since the middle of last year. By yesterday evening there had been no rocket or artillery bombardment of settlements in northern Israel, despite bellicose statements from some of the more extreme factions in the PLO.

Even a few shells fired across the border over the heads of the 6,000 United Nations troops could start an invasion. Few Palestinians or Israelis believe that the invasion of southern Lebanon can be put off for long. Gen. Ariel Sharon, the Israeli Defence Minister has hankered for some months to send his troops north to extirpate the main bases of the PLO. But Mr Yassir Arafat, Chairman of the PLO believes that the longer the attack can be put off, the better.

He argues that the Arab world has seldom been so divided, outside an open war relations between Syria and Iraq could hardly be worse. Egypt is tied to Israel by the peace treaty. This leaves the PLO isolated and dependent on Syria, whatever rhetorical support it may receive from the rest of the Arab world.

Ammunition dump burns in Damour and (below right) Palestinian anti-aircraft guns open fire.

Equally, if Israel attacks, it will wish to achieve its aims as quickly as possible. This means using a much larger force than the 10,000 men and 200 tanks employed in the invasion of 1978.

The Palestinians themselves have up to 15,000 regular troops in the south of Lebanon, according to diplomats. The amount of heavy arms at their disposal has increased rapidly since the ceasefire went into effect last July. These include 48 long range 130 mm and 155 mm cannon deployed in the south compared with 23 before the ceasefire, according to the Israelis.

During Wednesday's air raid it was noticeable than anti-aircraft fire was much heavier than last year. Sam 7 and Sam 9 rockets were also used, and were countered by the Israeli jets ejecting heat balloons to decoy the missiles away.

If the Israelis do attack, they will have a difficult task. The south of Lebanon is thickly populated, particularly along the coastal strip which is lined with concrete villas and apartment blocks. Around Tyre, where the coastal plain broadens out, the land is crowded with citrus groves whose thick foliage could conceal any number of soldiers.

No doubt Israel could take all the territory south of Beirut, but it would be a long and costly battle. Above all it would be extremely difficulty to accomplish Gen Sharon's strategic aims without involving the Syrian army in a full-scale war. A surgical strike which would neatly excise the PLO from the political map does not look possible.

Iraqis on the offensive

By Roger Matthews

IRAQ is preparing for an all-out offensive in the Gulf war if Iran fails to respond positively to current peace efforts, according to Arab political and military officials.

This radical switch in Iraq's military thinking is said to have been provoked by the serious reverses suffered last month during the Iranian four-day assault in the Shush-Dezful region.

With Iraq's economy also having been badly hit by the Syrian decision to shut its oil pipeline to the Mediterranean, the regime in Baghdad has concluded that in the absence of negotiations, it can no longer afford to fight a defensive war.

The bad mauling suffered by the Iraqi fourth army last month is said to have had political repercussions within the country. The ruling Revolution Command Council is said to be sharply aware of the need to restore military morale by freeing senior commanders of the political constraints under which they have been fighting. The army has been under strict instructions since about the third month of the 19-month war not to advance further into Iran.

Simultaneously, Iraq has been mending bridges with moderates in the Arab world and opening new sources of military supplies. It is reported that two high-level Iraqi military teams have recently visited Cairo and that Egypt has agreed to contribute advisers and extra supplies of ammunition and weapons.

Morocco is also understood to be contributing more substantially, together with Jordan, which is likely to reinforce its "volunteer" brigade already in Iraq.

Financing for arms resupply is almost certainly coming from Saudi Arabia, Kuwait and the other Gulf states which have become seriously alarmed at the possibility of further Iranian successes and the boost this would give to Islamic extremism. Iraq is also said to have been successful in purchasing new weapons from Yugoslavia, Brazil, Italy and Romania.

Reports from Baghdad indicate that mobilisation has been stepped up and that units at the front are being heavily reinforced. Arab diplomats suggest that while these preparations are designed to strengthen morale after last month's defeats and to encourage Iran to discuss peace terms, they also reflect a wider Arab determination to hit much harder at Ayatollah Khomeini's regime in Tehran.

Iraq also attaches great importance to the non-aligned summit, which it is due to host in Baghdad in September. If a ceasefire cannot be aranged within the next month, Arab diplomats say the Iraqis are determined to push the Iranians further back from the frontier and suggest that they may even try to capture major targets such as Ahwaz or Abadan.

The Islamic peace mission returned to Saudi Arabia on Wednesday after further visits to both capitals.

Spending cuts urged for Kuwait

BY JAMES DORSEY IN KUWAIT

KUWAIT'S Minister of Finance Abdull Atif al Hamad, has warned that Kuwait will be bankrupt in four years if Government expenditure continues to rise at current rates.

Speaking to a private club in Kuwait he urged strict austerity measures to cope with the effect of reduced oil revenues.

The Minister pointed out that Government expenditure had risen in the period from 1974 to 1979 by an annual average of 23 per cent. Mr al Hamad predicted Government expenditure would amount to an annual KD60bn ($210bn) by 1986 if this growth rate remains unchecked. Based on a price of approximately $40 a barrel, Kuwait will have to produce 2.5m barrels a day (b/d) of oil to be able to foot such a bill Mr al Hamad said. Kuwait is currently selling its oil for about $32 a barrel and producing an estimated 700,000 b/d.

Earlier this week, the Kuwait Oil Minister, Sheikh Ali Khalif al Sabah, announced a budget deficit for the coming fiscal year of $2.5bn—the first-ever budget deficit in Kuwait. Sheikh Khalif admitted that last week's rise in domestic petroleum product prices, by between 100 to almost 600 per cent, had been primarily motivated by the deficit.

The Finance Minister argued that future development will have to be carefully evaluated. "It is better to have the projects already at hand completed than to embark on any new ambitious plans" he said. The Minister went on to say that Kuwait is studying possible alternatives to oil as sources of income, such as the introduction of taxes and excise duties and the revision of tariffs for postal services and electricity.

India liberalises industry policy

BY K. K. SHARMA IN NEW DELHI

THE INDIAN Government has announced a major liberalisation of its industrial policy, lifting many restrictions on expansion of foreign companies and Indian "monopoly houses." The change is to encourage creation of further industrial capacity and to boost exports.

Foreign companies and those Indian companies covered by the Monopolies and Restrictive Trade Practices Act (MRTP) will be allowed to invest in five major industries in addition to those in which they could already expand.

Further, the Government has allowed all licensed industry covering more than 80 per cent of all industrial undertakings—to expand its authorised capacity by a third over the best production achieved in the last five years.

The five new areas in which foreign and MRTP companies can invest are high technology, reproduction and multiplication equipment, carbon and carbon products, pre-tensioned high pressure pipes, rubber machinery and printing machinery.

The liberalisation will apply both to new foreign companies wanting to invest in India and to existing companies covered by the Foreign Exchange Regulation Act.

The change follows last month's announcement of the most liberal import policy in three decades, despite present heavy pressure on foreign exchange reserves. Under the new import policy, more than 100 items of capital goods and raw materials are to be freely imported

The twin announcements are thought to be linked to consultations with a team from the International Monetary Fund (IMF) now here to discuss the performance criteria to be laid down for the release of the second year's instalment of India's $5.7bn loan.

OAU split on Polisario threatens its survival

BY MICHAEL HOLMAN

A SPECIAL MEETING of the Organisation of African Unity (OAU) opened yesterday to deal with a dispute described by the organisation's chairman, President Daniel arap Moi of Kenya, as "the most serious challenge to the survival of the OAU in its 19-year history."

The President, talking at the start of the three-day meeting, was referring to the split which followed last February's admission of Polisario, the guerrilla group fighting for the independence of Western Sahara from Morocco, as the organisation's 51st member.

It prompted a walk-out of 19 members, led by Morocco, and the issue has since disrupted two OAU meetings in Senegal and Zimbabwe. Behind Polisario are ranged the more radical OAU states, such as Algeria, Mozambique and Zimbabwe, against a conservative bloc led by Morocco, and supported by Senegal, Nigeria, Sierra Leone and Sudan.

"Everyone can see that our organisation is drifting apart," Mr Moi told delegates who included Presidents Julius Nyerere of Tanzania and Milton Obote of Uganda, and Foreign Ministers from Gambia, Lesotho, Libya, Congo and Upper Volta.

"An OAU meeting which includes the Sharan Arab Democratic Republic (Polisario's name for Western Sahara) will be boycotted by a large number of countries, while approximately half our members will stay away from a meeting which does not include the SADR," said Mr Moi.

So serious is the problem that the possibility of an extraordinary summit to discuss the issue has been raised—a move which requires two-thirds support from members.

Such a summit would itself be bedevilled by the recognition issue, but unless it is resolved, the annual heads of state summit due to be held in Libya next August could be in jeopardy.

South Africa may launch pre-emptive strikes deeper into Angola than in the past, its Minister of Defence, Gen Magnus Malan told parliament yesterday. The Defence Force admits to raids about 125 miles north of Angola's border with Namibia, Bernard Simon writes from Johannesburg. Gen Malan made a statement on the current incursion by guerrillas of the South West African People's Organisation (Swapo) into the white farming area around Tsumet. ing area around Tsumeb. Eight members of the South African security forces, five civilians and 21 insurgents have been killed in the area over the past eight days.

Philippines look to black market for aid on deficit

By Emilia Tagaza in Manila

THE PHILIPPINES had a dismal start in its foreign exchange transactions this year, and the country's monetary authorities are already setting their sights on an additional source of foreign currencies to help cover deficits: the black market. A series of measures introduced by the Central Bank are designed to win a slice of the flourishing black market, whose network of legal fronts process millions of dollars every year.

The Central Bank yesterday announced a balance of payments deficit of US$539m (£308m) for the first quarter of 1982, triple the figure for the same period last year. Last year's total deficit was $560m.

It is not known exactly how much is lost to the black market, but a clue can be found in the movement of earnings of Filipino overseas contract workers, the country's top dollar earners last year. The Ministry of Labour and Employment reported that in 1981 contract workers earned some $1bn. However, Central Bank records show that only $600m were repatriated through the banking system and other legitimate channels. The remaining $400m disappeared in the black market, which offers much more attractive rates than the banks.

As a first move under the new strategy, the Central Bank has allowed commercial banks and other financial institutions to buy foreign currencies directly from the public at rates higher than the official guiding rate. Before this new measure, banks were allowed only to change telegraphic transfers and bank drafts into Philippino pesos. The Central Bank governor, Mr Jaime Laya, says that the higher rates will allow the banks to compete effectively with black market dealers.

Time deposits

As an incentive, banks are encouraged to place their purchased notes on time deposits with the Central Bank. For a minimum of 30 days and on sums of at least $5,000, they will earn an interest above the London Interbank Offered Rate (Libor), the Singapore Offered Rate (Sibor), and even the U.S. prime rate.

Bankers claim that through this particular move, the Central Bank intends to reduce the country's foreign borrowings, even though the amounts it will get from the banks will at first be small.

For the banks' time deposit, the Central Bank will, in some cases at least, actually be paying an interest at rates lower than its borrowing abroad costs. While its offered rate to the local banks for the time deposits is 0.125 per cent over Libor, its latest foreign borrowing carried a spread of 0.625 per cent above Libor—the lowest term so far obtained by a Philippine foreign borrowing.

At the same time that the Central Bank authorised banks to deal in foreign exchange, it also stopped granting licences to new foreign exchange dealers and cracked down on those suspected of being fronts for black market operations. There are about 756 authorised dealers (other than banks), most of them located in tourist shopping areas. The authorities had previously encouraged the growth of dealers in shopping belts in the belief that easy access to moneychangers would result in fast turnovers.

Foreign currencies

The dealers have quotas for foreign currencies, which they are supposed to sell back to the Central Bank, but they have been able to skirt the system by keeping dollars that are in excess of the quota. These are what they sell to black market operators.

Now, in order to corner foreign currencies right at the source, the Central Bank has allowed the country's 24 offshore banking units to handle the remittances of overseas workers. Although by law, contract workers are required to repatriate 70 per cent of their earnings, the Government has limited powers to trace the movement of remittances. A substantial portion of the workers' earnings is therefore sent home through couriers and when the money reaches the families, it is rushed off to the black market.

The correspondent banks of the offshore units will in future open up their facilities to Filipino workers, especially those in the Middle East, where 77 per cent of the total contract workers are employed.

The state-owned Philippine National Bank (PNB) has also launched its own scheme to convince workers in the Middle East, particularly those in Saudi Arabia and Iraq, to deposit part of their earnings with PNB. The bank's investment package includes preferential interest rates on workers' dollar savings and lower rates on loans for houses, appliances and capital equipment

The combined PNB-Central Bank moves should not make a big dent in the black market's business, but the small amounts they expect to attract will at least provide an alternative source of foreign exchange to help tide over the yawning payments deficit expected this year.

Dominic Lawson examines the Falkland Islands Company which dominated the group's economy

From colonial outpost to Coalite satellite

THE Falkland Islands Company, a subsidiary of the Coalite Group, dominates the economy of the Falkland Islands, but fails short of a *complete monopoly. It owns half* the islands' farmland (about 1.3m acres), controls the wool output· employs about a third of the workforce, provides the main banking service, controls and manages the external sea freight service, dominates retail distribution, and conducts the sale of most of the islands' wool *clip (valued* at about £3m a year).

The wool of the Falkland Islands' sheep is prized for its whiteness. The 13-year-long history *of the Falkland Islands'* Company is rather more colourful.

In 1844 a merchant from Montevideo, Mr Samuel Lafone, acquired East Falkland from the British Government for £60,000, together with all its wildstock. Lafone planned to domesticate the cattle for farming purposes, but he never visited the islands. Instead his manager, a Mr Williams took charge of operations. Mr Williams' interest was purely in selling meat, and he turned the area, now known as Lafonia, into nothing more than a rambling abbatoir.

Mr Lafone's enterprise, hampered by the iregularity of supplies to the islands and a sour personal relationship with the Falklands' Governor, did not flourish. In 1851 he sold out to the Falkland Islands Company Ltd, which had been incorporated under Royal Charter in order to take advantage of just such an opportunity.

The company soon established its position of dominance on the Islands and also acquired subsidiaries in England, including Southern Ships Stores, J.G. Boyes (Warehousing) and a 50 per cent stake in David Smith, a Bradford wool merchant and processor. Such interests were desirable in order to avoid total dependence on fluctuations in the value of wool.

The Falkland Islands Company (FIC) enjoyed independence, and a Stock Exchange quotation, for 120 years. But in 1972 this outpost of the British Empire encountered a satellite of the rather less durable empire of Slater Walker Securities.

In that year the Falkland Islands Company was acquired at a cost of about £3.5m by Dundee Perth & London, whose chairman at that time, Mr Buckley, explained: "I was heavily involved in distribution, so I was particularly interested in the company's bonded warehouses in Southampton, and *also Southern Ships Stores. I made an offer in the normal* way, supported by a small group of shareholders. I received *no indications* that the British Government had any view on the matter.

"Then the day after the bid went unconditional, the Foreign Office asked me to pay a visit. *They didn't seem concerned,* but the did say 'don't do anything silly like try to sell it to the Argentines, because we won't let you.' I did get a couple of approaches."

Mr Buckley said that "there has been a lot of wildly exaggerated talk about *a* cash mountain. There was only about *£500,000." It may not have* been a mountain, but it soon became a very small molehill. According to the exhaustive 1976 Shackleton survey of the Falkland Islands: "Prior to 1972 FIC had an annual portfolio investment income of about £20,000 - £25,000. This virtually disappeared in 1972 when the Slater Walker Group took over FIC and the investments were transferred to the parent company." (Slater Walker's interest was indirect —it only owned about a fifth of Dundee Perth & London's shares.)

As far as the enormous investment in the Islands was concerned, Mr Buckley recalled: "The land was in the books at 18p per acre, and the sheep were valued at 32p each—not a lot of downside in that. There were about five acres for each sheep. It was a pure cash flow business; just sheep which bred, were clipped, turned over, died, and rotted. . . . In the two years we were there wool prices were buoyant, and the operation made about £¾m profit a year."

Mr Alistair Cameron of the Falkland Islands Office in London, himself born and bred on the Islands, is less sanguine. "*We were very worried when* Dundee Perth & London took over. They closed down the *shipping link with Uruguay,* a decision which was perfectly justified on economic grounds, but made us much more dependent on Argentina."

Any concern that the islanders may have felt at being under the control of a Slater Walker satellite must have been short-lived. In 1973 Dundee Perth & London was acquired, for about £7m, by Charringtons Industrial Holdings, a company whose main business is fuel distribution.

Charringtons, like the previous owners of the FIC, were unavailingly approached by the Argentines, whose interest in the company was, unlike Charringtons', by no means confined to warehousing facilities.

Charringtons Industrial Hold*ings' position as owner of the* FIC lasted for only four years. When Charringtons was *acquired by the Coalite Group* in October 1977, the FIC became a still less significant part of a yet larger company.

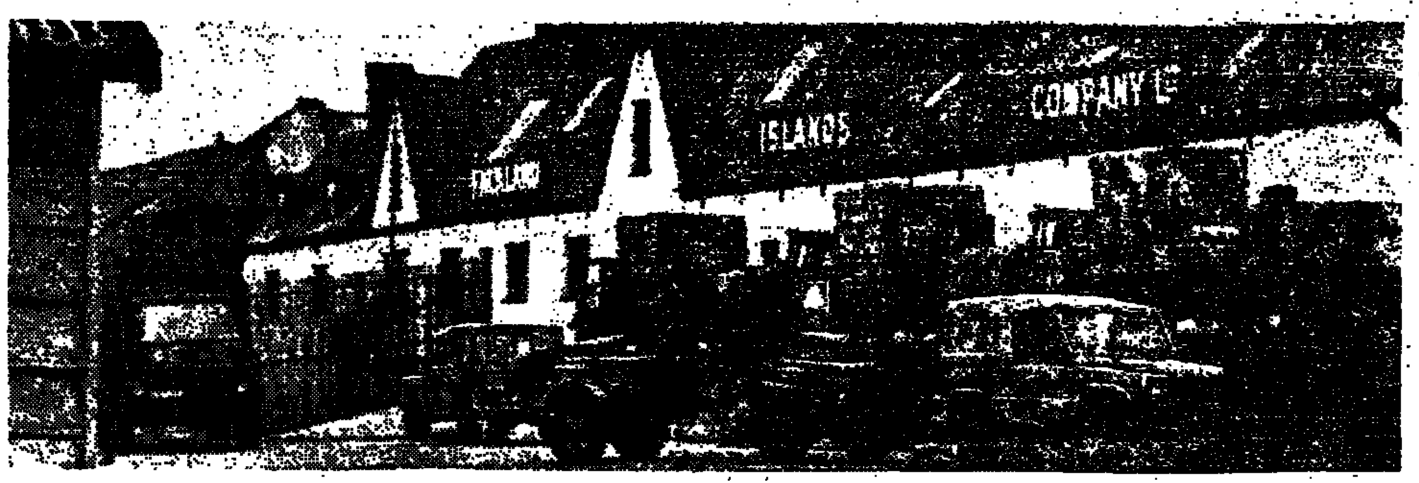
According to Mr Ted Needham, Coalite's chairman, the FIC is now involved solely in wool production. Coalite does not publish profits from the FIC, sales from which amounted to just under £3m in 1981. Coalite's last annual report states: "With increasing production costs and depressed wool prices, the return from sheep farming in the Falkland Islands has deteriorated."

Coalite has a 6 per cent interest in Sovereign Oil and Gas. Mr Needham describes the potential for oil exploration off the Falkland Islands as "interesting." Mr Buckley, however, dismisses such possibilities: "Have you seen the seas down there? They make the North Sea look like a millpond. Even if there is an appreciable amount of oil under there, which has never been proved, the cost of extracting it would be colossal. And what about the political difficulties? All this talk about oil is highly charged nonsense."

Oil or no oil, Mr Needham's chief concern now is that about 300 of his company's employees are in grave physical danger. Moreover, the Coalite charters the Islands' lifeline, the 500-ton freighter, AES. According to Mr Cameron the AES, which left London on March 19, is now expensively stranded at Rio de Janeiro.

Mr Cameron insists that the Falkland Islanders are reasonably happy with Coalite: "The *company is all right by us.*" The Shackleton report, however, discussed the role of the FIC at *the time it was owned* by Charringtons Industrial Holdings: "However benevolent it may be, any monopoly situation holds risks for a community as small as the Falklands . . . decisions affecting the Falkland Islands' *economy can* be taken on behalf of interests outside the Islands, and by persons with perhaps little knowledge of the effects of their decisions on a small community."

The Falkland Islands' economy is now monopolised by Argentine troops, whose reputation is anything but benevolent.



Tanks stand in front of the company's offices on the islands.

Argentina 'not worried' at cost of invasion

BY JIMMY BURNS IN BUENOS AIRES

SR ROBERTO ALEMANN, the Argentine Economy Minister, has denied that any differences exist between himself and the military junta. He has also claimed that his economic strategy has not been modified since th outbreak of the Falklands crisis.

In an interview with the mass circulation weekly Gente published yesterday, Sr Alemann described the military decision to invade the Falklands on April 2 as "justified" and said that he "was not really worried" *by the cost of the operation.*

However he did suggest that Argentina could face major economic *difficulties if and when* war brokeout with Britain. "If the conflict lasts a long time the economy is going to get weaker . . . recovery will be postponed . . . we will have difficulties on the *external* side . . . there will be changes in our balance of trade," Sr Alemann said.

He admitted that in the event of war his economic policies would have to be drastically modified.

Argentina needs to raise more than $7bn this year in the markets, and financial sanctions imposed by Britain have raised fears that Buenos Aires might default on at least part of its $32bn of existing foreign debt. However Sr Alemann insisted that Argentina's borrower profile was still far from critical, since the country had managed to channel payments owed to British banks into an escrow account opened by the New York branch of the Banco de la Nacion.

Sr Alemann admitted that his Ministry was "not told in advance by the military of everything that was being spent" *on the Falklands operation. Sr Alemann* said he thought the cost so far was in the region of *$20m*—a figure which few take seriously

Signs that the economy is becoming increasingly militarised emerged again yesterday following the announcement by the junta that the armed forces would have first priority in the *purchase of and access to* goods and services.

In the draft budget, published on Wednesday, defence spending covers only 18.6 per cent of total expenditure, which Economy Ministry officials claim is well in line with the Government's original pledge to reduce spending by 10 per cent

European Parliament backs UK

By John Wyles in Strasbourg

THE EUROPEAN Parliament yesterday joined the line-up of EEC institutions backing Britain over the Falklands crisis by giving overwhelming support to a resolution condemning the Argentine invasion.

In the process, MEPs voted down by 144 votes to 81 an amendment supported by the Socialist group and drafted by the 17 members of the British Labour Party asserting that withdrawal of Argentine forces and the halting of UK naval operations would help clear the way for a peaceful solution.

British Conservative and Labour MEPs have divided acrimoniously along party *lines on this issue, with the* Conservatives responding to UK Government pressure to oppose any wording which might deny the UK's right to reassert its sovereignty over the Falklands through a military presence.

Supported by the Parliament's Liberal and Christian Democrat groups, the Conservatives carried by 174 votes to 31 a more nondescript clause arguing that an Argentine withdrawal "would lead to the halting of UK naval operations."

Some of the 17 Labour MEPs nevertheless went on to vote for the resolution as a whole, but others either abstained or voted against. Overall, 203 votes were cast for the resolution and 28 against, with 10 abstentions.

In EEC terms, the significant new element injected by the Parliament's stand is an insistence that the Community's ban on Argentine imports and its embargo on arms *deliveries* should run until UN resolution 502 is implemented. The ban, adopted by EEC countries last week, is due to expire after 30 days unless renewed.

The Parliament's resolution also explicitly insisted that the wishes of the Falkland islanders be taken fully into account in determining any solution.

After their vote, several MEPs heard a member of the Islands' legislative council, Mr James Luxton, who was deported by the Argentines with his wife and family last week, assert that the islanders were unlikely ever to "accept the fact of living under the Argentine flag." British officials have cautioned against accepting the statements of Mr Luxton and others as necessarily representing the general *opinion of Falkland islanders.*

Galtieri visits troops

By Andrew Whitley in Buenos Aires

GENERAL Leopoldo Galtieri, the Argentine President, yesterday visited the occupied Falkland Islands for the first time since their capture

His inspection tour of the estimated 10,000 troops entrenched on the islands came as the British naval fleet entered fighting range of the Argentine mainland. By early next week the first wave of warships is expected to be in the Falklands waters.

Gen Galtieri, who is touring military bases in the south of the country in his capacity as army commander, is also to visit the *coastal* towns of Comodoro Rivadavia and Rio Gallegos.

In Puerto Argentino, *the new name for the Falklands* capital of Port Stanley, the President was met by Gen Osvaldo Garcia, the commander of the theatre of operations, and by Gen Mario Benjamin Menendez, the island's military commander.

He is due back in Buenos Aires tomorrow morning to *brief Sr Nicanor Costa Mendez,* the Foreign Minister, on Argentina's presentation to the Organisation of American States in Washington on Monday.

Sr Costa Mendez is expected to make a strong appeal for support in its conflict with Britain, but it is uncertain *whether he will formally call* for sanctions against Britain

Meanwhile, reports from Brazil say Argentina has expressed interest in the immediate purchase of a wide range of ordance and military equipment from Brazil's sophisticated military industries.

According to newspaper *reports,* Argentina has ordered air-to-air missiles, bombs machine guns, ammunition, maritime patrol aircraft and armoured vehicles. The Foreign Ministry in Brasilia, has refused to comment on the reports.

Bank tightens restrictions

THE Bank of England has tightened its restrictions on Argentina by forbidding banks to honour irrevocable letters of credit opened before April 3 which are being used to finance sales of aircraft, ships, arms, ammunition or warlike stores and equipment, William Hall writes.

At the same time the Bank is permitting banks to pay cheques which have been drawn on Argentine accounts by Britons leaving Argentina, for encashment by banks outside Argentina.

AMERICAN NEWS

U.S. bid to offset Soviet gas imports to Europe

BY RAY DAFTER, ENERGY EDITOR

THE NORTH SEA natural gas industry could increase substantially its level of production to offset Western Europe's need for Soviet gas imports, according to a study commissioned by the U.S. Defence Department.

The report forecasts that gas reserves in the North Sea—particularly in the British, *Dutch and Norwegian sectors*—are likely to double to 380 trillion (million million) cu ft *in 1981-85*, despite proposals already in hand to raise output.

The U.S. Administration would prefer to see Continental countries, such as West Germany and France, increasing their gas liftings from the North Sea and reducing their future dependence on Soviet imports.

The U.S. *Government* is worried because of possible security implications and the likely injection of much-neeeded hard currency into the Soviet economy.

Energy Advice, the Geneva-based company which undertook the study, concluded it might be difficult for the Reagan Administration to persuade Western European companies to drop their plans for Soviet imports. So it recommended a compromise approach.

The consultants suggested that the Administration should argue that Western European countries should reduce their planned imports from Siberia and push for the increase of production from North Sea fields.

The study says that peak annual production for the North Sea, planned at 8.1 trillion cu ft for 1985-90, could be increased to at least 11.7 trillion cu ft without reducing the reserve-to-production ratio *below the present level of 31* years.

Such an increase would imply an investment by the oil industry of well over $2bn (£1.1bn).

The study puts the cost of gas development at $500m per one trillion cu ft for a large number of new fields in the British and Dutch sectors of the North Sea and about three times that amount for a small number of larger fields in the more northerly Norwegian sector.

In addition, investment would be needed to increase the capacity of onshore storage and *distribution systems*.

The report says that the U.S. should argue that the economic advantages of increased North Sea gas production would outweigh lost export orders from the Soviet Union. European countries which were seeking new gas supplies from Siberia expected to benefit from orders for pipeline equipment.

As a further means of persuasion, the report continues, *the U.S. Administration* should argue that alternative sources of energy could be made available to Western Europe — with U.S. help and guarantees of supply replacement—at the same real cost.

World recovery 'may be shaping up'

BRITAIN, Japan and France are leading the world out of recession, according to an American international economic survey published yesterray.

Of seven major industrial nations, economic growth is forecast for the three countries. There is no change for West Germany, but the recession is continuing in the U.S., Canada and Italy.

The report, from the *Conference Board, a leading* U.S. private forecasting body, says: "A world recovery may be shaping up. Japan, the UK and France are in the vanguard."

In the UK, "recovery is holding," in Japan "recovery is continuing," but in West Germany "stagnation prevails" and in the U.S. "contraction is slowing."

The survey has been compiled by looking at each country's leading economic indicators—figures on how the economies are expected to perform in the months ahead. The UK's index has been rising at a 4 per cent annual rate.

U.S. offshore banking industry tops $100bn

BY DAVID LASCELLES IN NEW YORK

THE FLEDGLING offshore banking industry in the U.S. has just topped $100bn (£55.5bn) in assets, according to statistics released by the Federal Reserve Board.

After four months in existence, the industry's assets reached $103.8bn in the week ending April 7. This compares to about $600bn in Eurocurrency assets lodged in London, the leading international banking centre, which accounts for about one-third of the world market.

This rapid growth has encouraged New York bankers, even though much of it came in the weeks that followed the start-up *in December, since* when it has slowed down. It means that the industry has achieved more than the minimum expectation of $80bn. Optimistic forecasts still look to $200bn eventually.

Offshore banking became possible after the Federal Reserve agreed to allow banks to set up *International Bank* Special Accounting Units within a bank which can deal in *foreign* business from a U.S. *territory free from many* U.S. regulatory constraints and some types of tax.

Much of the growth has come from assets transferred by U.S. banks from Caribbean tax havens where most of the Western Hemisphere's offshore banking was previously conducted.

However, the majority of the assets belong not to U.S. banks but the branches and subsidiaries of foreign banks attracted by the business opportunities presented by the units. *Of the $104bn recorded, $55bn* was foreign.

Assessing the outlook, bankers *here say that they* hope the Fed and tax authorities will ease some of the constraints that still hamper the units and prevent them from being fully competitive with centres such as London.

Some even say that the Falkland Islands crisis could help the units, because the decision *by the UK to freeze Argentine* assets in London may prompt depositors to shift their money to more secure havens.

Watch on New York State's credit

DEBT ISSUES of New York State and certain of its agencies have been placed on *Standard and Poor's Credit*watch List, the debt rating agency said yesterday, Richard *Lambert reports from New* York.

The state has failed to *adopt a final budget for fiscal* 1983 even though 1982 ended four weeks ago.

S and P said this had created financial pressures on state operations and had *added to fiscal planning problems* for local government units that depended on the state for over $9bn (£5bn) in annual aid.

The rating agency will now monitor plans for the adoption of what it described as a conservatively balanced budget. These will determine the future of the state's "AA minus" general obligation bond rating and those of *several state agencies* whose ratings may be tied to that of New York State.

Guyana oil find

Exploratory drillings currently under way in several Caribbean countries have yielded oil in Guyana and gas in Jamaica, Canute James reports from Kingston. The Guyana Government has said oil in exploitable quantities *has been found in the Takutu* Basin region, near the Brazilian border.

The exploration, carried out by the Home Oil and Gas Company of Alberta, Canada, has found light gravity oil which can be exploited at the rate of 400 barrels a day.

Romania debt problem

Romania appears to be experiencing renewed problems with its debts to the U.S., Anatole Kaletsky reports from Washington. An export *shipment financed through an* irrevocable letter of credit from the Romanian Bank for Foreign Trade has led to a claim being made on the Export-Import Bank of the U.S.

Although the sum involved —$4m (£2.2m)—is small, the problem is only the latest in *a series of missed and delayed* payments from Romania on various U.S. export shipments.

Robert Gibbens looks at why Montreal objects to the Canadian charter

Quebec faces stiff economic test

M RENE LEVESQUE, Premier of Quebec, is threatening to use every legal means possible to block application of parts of the new Canadian constitution in his French-speaking province. Though he has played upon *quebecois* emotions by holding out the prospect of Quebec becoming an "independent country." Mr Levesque has, *however, ruled out unilateral* action against the constitution.

Mr Levesque holds that the *document cuts across* the established rights of Quebec. He also needs to rally faltering support among the electorate for his Parti quebecois in the face of a deteriorating economic and budgetary outlook.

Mr Levesque's attempt to declare the new constitution unlawful on the grounds that Quebec's objections *may not be* overridden has failed in the Quebec courts. An appeal to the *Supreme Court of* Canada is pending, where Mr Levesque's chances must be considered dubious.

Mr Levesque has called the new Canadian Charter of Rights, which is part of the constitution, "*pernicious*," and has vowed to "make it as complicated, legitimately and as difficult as *we can for some aspects of the* charter to be applied in Quebec."

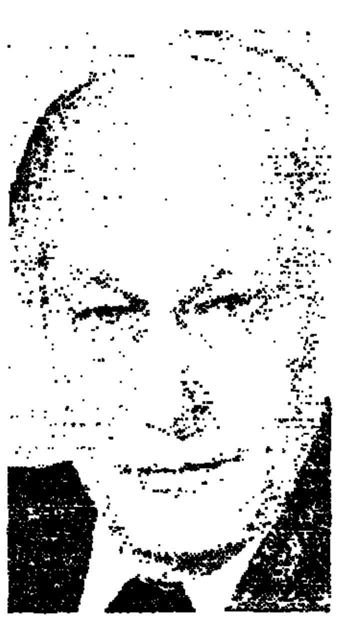
Still smarting because of his tactical defeat in the constitutional negotiations late last year, Mr Levesque led a noisy *but peaceful demonstration of* Parti quebecois supporters through the streets of Montreal last Saturday in protest against the signing ceremony by the Queen in Ottawa.

But Mr *Levesque's* exploitation of the constitutional issue has not raised much enthusiasm *among voters*. Earlier this month, the Parti Quebecois lost two by-elections—one an upset win for the Quebec Liberals — mainly because of the Government's poor showing on economic issues.

Mr Levesque is now pinning his counter-attack on the constitution on the issue of language of education. Under Quebec's Bill 101, access to publicly-financed English-language schools in the province is limited, with few exceptions, to the children of people educated in English schools in Quebec themselves.

Generally the restrictions on *access to English education* have received strong support from the French-speaking majority of about 80 per cent in Quebec. However, the new constitution guarantees that Canadians moving to Quebec from other provinces will be able to attend English schools "where numbers warrant."

When the National Assembly meets on April 27, the Levesque government is expected to introduce legislation to take advantage of the "notwithstanding" clause in the Charter of Rights. This in effect allows provinces to enact laws opting out of the Charter's provisions on fundamental freedoms, legal rights and rights to equal treatment *for minorities*.



M Rene Levesque: "The new *charter is pernicious*."

There may be other openings in the charter which could also *be used by Mr Levesque to de*fend his own legislation, and he says he will use them where possible. The Quebec Liberal opposition under Mr Claude Ryan is divided on the Constitutional issue. Mr Ryan—himself a francophone despite *his* Irish name — says he neither supports Mr Levesque nor Mr Pierre Trudeau, the Canadian Prime Minister and prime advocate of the new constitution.

Mr Levesque needs to keep the constitutional issue alive because his Government faces a crucial economic test. He is trying to persuade more than 300,000 public-sector workers to reopen their wage contracts and accept a scaling-down of automatic pay increases due in the fiscal year 1982-83.

The province's Government says it faces a deficiency of about C$700m (£325m) this year and can only hold its budget deficit to about C$3.5bn by cutting public-sector wages. Otherwise, it will have to reduce manpower by about 15,000. At *stake is the double-A rating* of the Province in the New York bond market.

Quebec is feeling the impact of the recession more strongly than any part of Canada outside the maritime provinces. Nearly 20 per cent of its manufacturing-sector jobs have vanished in the past 18 month, and its resource industries are depressed. Average unemployment has reached well over 12 per cent. *While Mr Levesque blames most* of the economic woe on the Federal Government, the voters are faulting provincial policies of high taxation and high petroleum prices for the slowdown in investment and decline *in real living standards*.

Canada consumer prices up 11%

BY VICTOR MACKIE IN OTTAWA

CANADIAN consumer prices were 11.6 per cent higher in *March than a year earlier*, Statistics Canada, the Government statistics agency, reported yesterday. The increase is the same as the year-on-year rise recorded in February.

An independent economic forecasting agency also released figures yesterday on growth prospects.

In its quarterly report the Conference Board of Canada ruled out a possible vigorous economic rebound for the country in the immediate future. Growth prospects for 1983 did not appear buoyant it stated.

Canadian unemployment was estimated to remain at or near its current level for the rest of the year—*9 per cent seasonally* adjusted.

The Board also said that in*terest rates must come down* before there is a recovery. The Government, however, says in*terest rates will remain high* until the inflation rate declines, and the rate for March shows no evidence of a decline.

After dropping from a record high of 13 per cent for the year ended July 1981, to 11.4 per cent for the year ended in January 1982, the national inflation rate has risen and held at *11.6 per cent. It has been pushed* up in large measures by energy price increases.

● Mr Marc Lalonde, Canadian Minister of Energy, and his Alberta counterpart, Mr Merv Leitch, met yesterday in a last-ditch effort to revive the Alsand energy project to extract oil from the Alberta oil sands.

Negotiations took place amid mounting evidence the Alsands energy project is close to its *last gasp*.

Efforts to rescue the C$13bn (£6.2bn) proposal have ground *almost to a standstill, according* to Government and oil industry officials who now hold *out little hope the project can* be saved before April 30. Both Ottawa and Alberta have provided funds required to keep preparatory work going up to that date.

One Government official long involved with the Alsands project said yesterday that it would take "a near miracle" to get the *project under way*. Alsands was intended to have a central role in making Canada self-sufficient in oil by 1990.

Mr Lalonde told Parliament this week that he does not know "whether we shall see the project go forward or not." But he added that Ottawa and Alberta hoped soon to present *a new joint proposal*

Mauroy will meet Trudeau and Levesque

OTTAWA—M Pierre Mauroy, *French Prime Minister*, who was due to arrive here yesterday, is expected to have more *than four hours of talks* with Prime Minister Pierre Trudeau during his six-day visit.

Next Monday and Tuesday, he will have talks with Mr Trudeau's political opponent, Premier René Levesque of *Quebec in Montreal and Quebec* City.

The trip appears to be marked *by a new French interest* in diversifying contacts away from a traditional pre-occupation with French-speaking Quebec.

For the first time in such a visit, he will also meet businessmen, government leaders and representatives of local French-speaking communities in Toronto.

Reuter

WORLD TRADE NEWS

GE, Westinghouse win Egyptian contracts worth $90m

BY CHARLES RICHARDS IN CAIRO

TWO U.S. companies, General Electric and Westinghouse, have each been awarded contracts to supply two turnkey power stations to Egypt. The total value of the two deals is nearly $90m (£50m).

The Egyptian Electricity Authority has signed a letter of intent with GE and Sadelmi Cogei Construction of Italy for $53m for construction of a 200 MW power station at Mahmoudiyya, near *Alexandria*.

The award to the U.S./Italian consortium comes as a blow to the *industrial and marine division* of Rolls Royce of the UK, which earlier had hoped to win the contract for the project after successfully completing stage one of the power station.

It was understood that Rolls equipment *did not meet* the overall technical specifications.

CE says it has a commitment from *the U.S. Export-Import* Bank, to cover $33m for eight gas turbines at around 13.8 per cent.

The Italian Export Guarantees Department is covering the $20m construction costs. Financial terms have to be finalised within 60 days.

GE was competing against AEG of *West Germany and* Brown Boveri of Switzerland.

The gas turbines are scheduled for delivery in June with completion of delivery in September.

The Egyptian authority has also signed a contract with Westinghouse for a $34m turnkey 100 MW gas-powered *station at El-Siouf also near* Alexandria but financing arrangements have not been finalised. The authority has asked for 100 per cent financing.

● South Korea's Han Yang Corporation has signed a $381m (£211m) contract to help build the Imman Mohamed Bin Saud Islamic University in Riyadh, Reuter reports from Seoul. The project is due to be completed by April, 1986.

Han Yang is also negotiating with Saudi Arabia for two other construction contracts, a $144m contract to build a police building in Riyadh and a $192m order for a housing project in Yanbur, it added.

Irish concern signs £7.5m freezers deal with Iraq

BY BRENDAN KEENAN IN DUBLIN

NOVUM OVERSEAS, the Irish manufacturer of domestic appliances, has signed an I£9m (£7.5m) deal with Iraq to supply knocked-down freezers and the plant and machinery to complete their manufacture in Iraq.

Novum will also help with training and technical assistance

The deal with Light Industries of Baghdad, which is owned partly by the Iraqi Government. It is the first deal of its *kind* since the signing of the Ireland-Iraq co-operation agreement of last *October*.

Trade between the two countries has increased steadily *recently*, growing from a total of I£6m in 1975 to I£34m in 1980. The fall in Iraqi oil imports by Ireland gave Ireland a favourable balance for the first time last year, with exports of I£21m.

Earlier this week, the Irish Export Board, announced a deal with the Soviet Union for almost I£1m worth of Irish clothing. Three companies, Janelle, Sunbeam and Glen Abbey, will supply the goods. Total trade between the two countries amounted to more than I£56m last year.

● Reuter reports from Brussels: The EEC Commission has said it will impose anti-dumping duty on imports of upright *pianos from the Soviet Union*.

It published a regulation setting a provisional duty of 476 ECUs *(about £264)* per piano.

The Commission found that the Community had imported 31,000 pianos from the Soviet Union, Poland, Czechoslovakia and East Germany in 1980, 24 per cent more than in 1978.

● The EEC Commission has rejected a British request to impose a temporary ban on imports of Turkish cotton yarn, AP-DJ reports from Brussels.

Moscow pledge to Tokyo

TOKYO—The Soviet Union wants to solve the problem of its huge trade deficit with Japan not by imposing import restrictions but through expansion of economic interchange, a Moscow trade official said in Tokyo yesterday.

***Mr V. N. Sushkov,* vice-Foreign Trade Minister, said, however, that Japan's em*bargo and restrictions were* obstructing all development of Soviet-Japanese trade.**

Noting that two-way trade doubled in the 1976-1980 period to Roubles 12bn (£8bn) over the preceding five years, Mr Sushkov said that trade was not progressing smoothly because Japan was following the U.S. in imposing economic sanctions against the Soviet Union. Japan was not giving his country trade terms equal to those accorded Western Europe.

Referring *to the* trade deficit with Japan, he said: "We will neither impose artificial restrictions on imports of Japanese goods nor ask Japan to review trade related laws."

Japan's U.S. investment grows at great pace

BY RICHARD LAMBERT IN NEW YORK

JAPANESE investment in U.S. manufacturing industry is growing at an explosive pace. Total foreign direct investment *in the country rose from $20.6bn* to $65.5bn (£36.3bn) between 1973 and 1980. But Japan's investment rose nearly 28-fold to $4.2bn over the same period, taking its share of overall foreign investment up from 0.7 to 6.4 per cent.

That makes it bigger than Switzerland and France, and not much smaller than *West* Germany with a stake of 8.1 per cent.

A high *proportion* of Japanese investment is in commerce as opposed to manufacturing investment, reflecting the way that, until quite recently, the main reason for setting up in the U.S. had been to encourage *the export of goods from Japan.*

But a recent survey by the Japan External Trade Organisation of New York indicates significant changes in recent years. Japanese companies set up 55 manufacturing plants between 1978 and 1980, and now make among other things 3.8m colour TVs and 100,000 motorcycles a year in the U.S. There has been a particular upswing in machinery manufacturing, notably in teleotrical equipment.

Based on visits to 238 plants in which Japanese investors had a significant interest, the survey analyses the main motives for putting money into the U.S. and the way that different companies have approached the task.

It says that the single most common reason for starting production in the U.S. was a desire to open up markets. Companies wanted direct access to the U.S. marketplace, and an increasing number had become concerned about the impact of a strong yen on their established export *sales*.

In addition, a large number of companies had been worried about the possible impact of trade disputes on export business. This motive for direct investment was evident in such areas as textiles, *ball* bearings, and colour TVs. The timing of investment in these activities *coincided significantly* with trade disputes between the U.S. and Japan concerning these products.

The survey says that recent moves into semi-conductors, office machinery and machine tools seem to have been motivated by a desire to take the initiative prior to the onset of *possible trade disputes*. There has also been a direct connection between investments in sea food processing and moves to establish a 200-mile territorial limit.

By a wide margin, the concentration of Japanese manufacturing units is heaviest in California, with 74 plants. Next *comes Alaska, where the sea* food processing businesses are based, with 25 factories and Texas with 12. Most of the operations are small- to medium-sized, with an average capitalisation of just under $9m.

The survey found that in comparison with Japanese workers, there were very wide *differences in the quality* of employees in the U.S.

The U.S. worker tended to be less flexible, and sometimes showed resistance to new methods. "But when they are given clear instructions and work that suits them, they do a fine job."

There were also marked geographical variations in the quality of the labour force. The North Atlantic states, the Mid-West and the Pacific north-west were rated much higher than the Southern Pacific coast areas.

Although more than half the directors of the businesses concerned were Japanese, most had *adopted* U.S. decision-making processes rather than relying on a consensus approach.

However, most made *frequent* use of meetings between managers and employees to emphasis "mutual understanding and group identification," and it was widely affirmed that in such matters as improving product quality and promoting employee loyalty, Japanese methods had been a big help in *improving productivity*.

Among its conclusions, the survey warns against any *involvment in manual labour* because the quality of blue-collar workers can be "exceedingly poor."

Cement plant contract won in Indonesia

A JAPANESE company has won a contract from Indonesia's *leading private* cement manufacturer to build a $290m (£161m) cement plant in central Java. The contract was awarded to Marubeni of Japan by Tridaya Manunggal Perkasa Cement (TMPC), writes Richard Cowper in Jakarta.

A major share in TMPC is understood to be held by Mr Liem Sioe Liong and a partner, whose Indocement group runs five plants accounting for around 35 per cent of *Indonesia's total cement out*put of around 9m tonnes.

The new plant, to be built at Cirebon *in central Java*, will have a capacity of 1.2m tonnes. Work is due to start next month and it should be on stream by 1985. Financing for the plant is expected to come from a mix of export credits and commercial loans.

Over the past 12 months, there has been a rush of investment in the cement industry both by the Government and by private entre*preneurs, and cement, there*fore, is likely to continue to be one of Indonesia's fastest growing industries.

Hanover fair: a gaudy arcade for the madding crowd

BY JAMES BUCHAN IN HANOVER

THE IMMENSE exhibition hall for office electronics at the Hanover fair looks like an amusement arcade under some terrible curse. Amid the banks *of flickering screens and ring*ing bells and buzzers, teeming throngs wander in confusion *and delight*. It *might* be Playland in some distant era of full unemployment.

Above their heads, the highly successful computer company, Nixdorf, has been driven on *to the roof* to stage *its annual* press conference. Like figures from a Magritte picture, groups of neat young men in dark suits appear suddenly against the scudding clouds, then vanish with an air of indefinible purpose.

One would have to have a heart of stone not to be impressed by the Hanover fair, founded in 1947 by some forgotten colonel of the British occupation forces and now the largest capital goods show in the world. This year some 5,600 *exhibitors from almost* every country, including 150 from the UK, have spread themselves over 500,000 sq yards, using as much electricity daily as a town the size of Oxford.

But it is the dynamism of *West German business that* comes across most strongly. For one week, practically every *major* West German enterprise is represented. "It is not a matter of orders," an executive of Krupp said. "You simply have to be here."

Hanover is always regarded *as the* barometer of West German business opinion, for as many as 500,000 people will mingle in the 10 main exhibitions or in the discreet little pubs many big concerns hide at the back of their stands. Inevitably, too, in a state that has just resoundingly returned a Christian Democrat Premier, the fair is something of a rival attraction to the Sturm und Drang of this week's congress *in Munich of the ruling Social* Democrat Party (SDP).

Count Otto Lambsdorff, the Free Democrat Economics Minister in the Bonn coalition, turned his back on his squabbling SDP colleagues in Munich and opened the fair on a note of relative optimism.

In a speech in the Hanover town hall on Tuesday, Count Lambsdorff rallied his audience with the prospect of better things. Interest rates began to fall, the wage round had so far produced promising signs of moderation, particularly in the pace-setting metal industry; company earnings would im*prove; and oil prices were fall*ing.

With a sharp look at the CDU politicians around him, he promised that the Government's new grant to investment to *stimulate the domestic economy*, which the opposition threatens to overturn by blocking its financing, would certainly go through.

The reaction to this rousing *call was rather moderate and* there is already evidence, three days into the fair, that the minister's optimism is not shared in several key industries, above all those heavily dependent on exports.

Count Lambsdorff expects last year's surge in exports to record levels to continue and the dismal domestic demands to pick up somewhat. But the mechanical engineering industry, the largest industrial sector in West Germany, and the electrical industry, the largest exhibitor at Hanover, are deeply anxious about their overseas markets.

To the old complaint of competitive disadvantages because of differing national rates of export finance, West German companies have added cries about the "undervaluation" of *the D-Mark* because of *higher* interest rates abroad, about balance of payments difficulties in *the Third World, a cash squeeze* in Opec and chaos in Comecon.

Prof Rudolf Sheid, the head *of the electrical industry* federation, set a bleak note in an interview on Tuesday when he *said that the domestic market* was "completely hopeless" and expected that this year would see no growth in orders in real terms. Exports would begin to tail off latter in the year as the crunch began to be felt in Opec.

In *general*, West German companies are concerned most about Iraq, which imported *over DM 6bn in West German* goods last year. Iraq is not now expected to initiate major projects *and has just seen an im*portant source of revenue—the Baniyas pipeline—cut by the Syrian Government. "It has not yet come to delays in contract payments," one concern said. "But it may not belong."

The mechanical engineering sector, which exported over 50 per cent of its production last year is expecting only a nominal growth in production of 1 per cent to 2 per cent this year. Prof Hans Gunter Mueller, chief executive of Mannesmann Demag, spoke of an "*economic shadow*" *lowering over* the fair. He suggested it would be at least six months, and posscibly a year, before the domestic market picked up.

Count Otto Lambsdorff: rallied his audience

Dry cargo freight rates rise for first time in a year

BY ANDREW FISHER, SHIPPING CORRESPONDENT

THE shipping market reversed a lengthy decline in the dry cargo sector last month with the first rise in freight rates for a year. But experts in the industry said that the recovery was proving to be short-lived.

The tramp trip charter index of the General Council of British Shipping rose 20 points in March to 131. The February level had been the lowest for more than three years.

While the improvement in the index, representing single voyages by tramp vessels, was welcome, the GCBS said, there remained uncertainties in the market.

Tramp vessels are chartered out by owners according to business available instead of sailing on regular scheduled cargo routes. In January, the GCBS index was 114 (1976=100) compared with 234 in the same month of 1981.

Much of the March upturn stemmed from a rise in rates obtainable for voyages across the Atlantic, stimulated notably by Soviet chartering of ships to transport grain.

The Soviet Union is expected to import more than 40m tonnes of grain this year, around half of it from the U.S. During the first quarter its imports were estimated at over 13m tons.

But shipbrokers pointed out yesterday that the grain market itself was not enough to sustain a steady upturn in dry cargo rates. "This has been a spring boom, mainly touched-off by the Russians," said one.

FREIGHT RATE TRENDS IN WORLD SHIPPING

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1979	119	120	129	149	166	187	190	181	183	214	235	239
1980	207	217	247	275	269	270	234	217	220	206	237	233
1981	234	227	211	214	209	204	191	172	154	154	143	135
1982	114	111	131									

Source: General Council of British Shipping

Index based on single tramp ship voyages (1976=100).

With a large number of bulk carriers now on order, the surplus tonnage problem on world shipping markets will intensify in coming months, brokers said. But pessimism is less acute than in the tanker business, where rates have long been depressed and calls to step up scrapping have gathered pace.

Steel and coal shipping markets remain slack and the upturn in dry cargo rates has not been broadly based. Rates for transporting 60,000 tons of coal from Hampton Roads on the U.S. east coast to continental Europe rose from $7.25 a ton at the start of February to $8.75 in mid-March but are now less than $8.

Shipbrokers say it is impossible to work out just how much chartering the Russians have been doing because each deal is worked out separately with individual shipowners. But it is thought they have had up to 50 or 60 ships from the market.

As well as the 23m tonnes of grain they are expected to buy from the U.S., imports from Argentina are likely to total 10m tonnes with 2m or so from Australia. According to London brokers, the Falkland Islands crisis has had no effect on dry cargo freight rates.

This could change if the River Plate were blockaded and ships prevented from getting in and out of harbour. The result then would be to boost rates as Soviet and other vessels scrambled to meet their needs from elsewhere.

Demand for secretaries shows slight increase

By Lisa Wood

NATIONAL demand for experienced secretaries is showing its first slight sign of increase for two years and demand for experienced word processor operators remains high, according to a survey published by the Alfred Marks Bureau yesterday.

The bureau said the situation was still bleak for school leavers, most companies specifying experience when recruiting staff.

"The apparent levelling out of the downward trend in the numbers of vacancies registered needs to be compared with the severe reductions in office staff recorded throughout 1981 before much encouragement can be taken from the figures," said Mr Bernard Marks, the group's chairman.

The average decrease in the number of vacancies in 1982 compared with 1981 was 27 per cent compared with 67 per cent the previous year.

A second survey, "Sex in the Office," disclosed that among some 800 respondents 75 per cent of employees and 57 per cent of management staff would like to see sexual harassment recognised as a serious matter by their companies.

Plastic surgical pins go on test

BY DAVID FISHLOCK, SCIENCE EDITOR

PLASTIC surgical pins and sutures made by biotechnology, which slowly dissolve in the body and do not need to be removed, are being tested by two companies, one in Britain, ICI has disclosed.

The plastic is an ICI discovery known as a bio-polymer, excreted by a micro-organism cultivated in a fermentation process.

The polymer, called polyhydroxy butyrate (PHB), is similar to polypropylene in its mechanical properties, but costs rather more to make at present.

Dr Peter Senior, from ICI's research department at Billingham, said further oil price increases and falling costs of biotechnology could turn PHB into a large-tonnage polymer. He was speaking at a symposium on opportunities for biotechnology in the chemical industry, held by the Society for Chemical Industry in London.

He said ICI's problem was keeping interest in PHB alive until the 1990s or later, when it might be "one of the few large-tonnage plastics that we can afford."

ICI was seeking small-scale, high-value outlets for the special properties of PHB.

One property was its biodegradability, which was being explored for medical uses. Another was the property of piezo-electricity. The plastic generated a voltage when squeezed or could be distorted by applying an electrical field.

Such effects could find uses in the manufacture of hi-fi equipment.

Dr Senior said ICI's biggest venture into biotechnology—its Pruteen single-cell protein process at Billingham—had taken 12 years to develop and cost about £100m at 1982 prices.

He believed the chances of ICI installing further Pruteen capacity in Britain in the foreseeable future, apart from the 70,000-tonne plant at Billingham, to be slight.

This was the case even though some economies would be attainable in subsequent plants.

Dr Senior hinted that ICI, having worked this plant up to high levels of output and efficiency, was becoming interested in licensing the technology.

Ruling soon in Camden 'dirty jobs' case

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

THE High Court gives judgment on Monday on whether the ruling Labour group on the London Borough of Camden council was illegally generous with ratepayers' money when it negotiated a local settlement of the 1979 "dirty jobs" national strike by council workers.

The 31 then Labour councillors, including present Greater London Council leader Mr Ken Livingstone, were taken to court by the Metropolitan District Auditor.

He alleges that, in paying £950,000 more than necessary under the nationally-agreed settlement terms the councillors acted illegally and were personally liable to repay the money, about £30,000 each.

The councillors' defence is that health and safety factors justified a rapid local settlement.

They are quietly confident that Lord Justice Ormrod and Mr Justice Forbes will reject the District Auditor's claim. Whatever the outcome it is likely to move on to the Court of Appeal.

That raises a question about which judge should preside over the appeal. The councillors would probably rather not appear before Lord Denning, who has been highly critical of local authorities' activities in a number of cases.

Circumstances may, as it happens work in the councillors' favour: Lord Denning has a flat in Lincoln's Inn and is thus a Camden ratepayer—which may lead him to decide that it would be inappropriate for him to hear the case or cause the councillors' lawyers to ask him to disqualify himself.

Irish party denies connection with IRA

By Brendan Keenan in Dublin

SINN FEIN the Workers Party (SFWP), which has three members in the Irish parliament, the Dail, has dismissed as "rubbish" allegations in an Irish news magazine that it still has connections with the Official IRA.

An article in Magill magazine claims that the Official IRA is still active in Belfast and Dublin and that almost all of its 100 or so members are also members of the left-wing SFWP.

Mr Sean Garland, general secretary of SFWP, who admits to membership of the IRA in the 1960s, said that his party had no knowledge of and had no connection with the Official IRA.

SFWP claims to have broken its paramilitary links in the mid-1970s and to have operated as an entirely legitimate political party.

Magill states that the party's three MPs are unaware of the existence of the Official IRA but the magazine's claims could still be damaging because any suggestion that it still has paramilitary connections would harm the party's objective to achieve political success.

Banks to stop use of cheque cards abroad

BY ROSEMARY BURR

THE CLEARING banks have decided to ban the use of existing cheque guarantee cards overseas in an attempt to stem losses from fraud, currently running at £12m a year. The restriction will come into force on May 1 next year.

No decision has been taken on how to improve the security of the cheque cards themselves. They may be redesigned to make it more difficult for the holder's signature to be erased and another inserted. One option being considered is the inclusion of a photograph of the cardholders.

Cheque guarantee cards allow customers to write cheques whose payment is guaranteed by the banks provided certain standard procedures are followed.

At present losses through fraud overseas account for only 10 per cent of the £12m annual total. But a rapid increase in losses abroad precipitated the announcement of the ban on overseas use before agreement could be reached on the question of redesigning the card.

It is still unclear what alternative arrangements the banks will offer their customers going abroad. The easiest solution would be a special overseas encashment card which could be used with the standard chequebook. Barclays already adopts this procedure as Barclaycard is unacceptable overseas.

Another solution, adopted by Midland Bank yesterday, would be to introduce Eurocheques with Eurocheque guarantee cards. These would have two advantages for the customer. First, cheques could be written directly in the local currency and used in banks and shops and, secondly, the maximum amount that could be drawn per cheque could be written for the equivalent of £75, since that is the standard European figure. In Britain, the maximum with a sterling cheque book is £50.

Banks still have to tackle the more fundamental cause of fraud by making the cheque guarantee card itself more secure against misuse. Heavy losses have been the main reason preventing the clearers from increasing the amount guaranteed per cheque.

Inventory control 'tighter'

BY MARK WEBSTER

RECESSION HAS encouraged some British companies to save millions of pounds by tighter inventory and stock control, a group of specialists said yesterday.

Mr Roger Smith, president of the British Production and Inventory Control Society, said in London that British companies remained well behind European and U.S. competitors.

"There is much greater investment at the moment in inventory control by computers. Even smaller companies are thinking about it. But British companies still have a long way to go."

Mr Smith said his society, which has about 2,000 members, had organised seminars and presentations to show how inventory control could best be organised.

Mr Ray Bartlett, the deputy president, said companies tended to put people into inventory control when they got too old for other work. "They know a lot about their industry but little about inventory control."

More attention had been focused on stock levels because the recession had forced companies to cut overheads. Lead times had become much shorter for ordering and delivery, which made inventory control more difficult.

Mr Robert Shove, general manager of the society, said he believed a company with a £5m turnover employing 250 people could improve return on capital by 50 per cent with more attention to inventory control.

Security code launched

BY RAYMOND SNODDY

THE International Professional Security Association, which represents 25,000 people in the security industry, yesterday launched a code of ethics and practice for its members.

The move is a response to a Government decision not to introduce legislation for the industry but to rely on self-regulation.

The code embraces adequate vetting for criminal convictions, adequate insurance cover and confidentiality of information as well as behaviour and appearance of security personnel on duty.

Mr John Powers, international chairman of IPSA, said: "The code is necessary to give industry and commerce a yardstick to measure the security services being offered. We feel it goes a long way towards providing self-regulation within the industry."

The organisation, which has members in 52 countries, plans to appoint senior members to visit the premises of security companies to ensure the code is being honoured.

Mr Powers said however that the association would still prefer legislation to control "cowboys."

Mr Doug Hoyle, Labour MP for Warrington, who has been pressing for such legislation, said he had evidence of people with criminal records being employed by "cowboy" security companies.

● More than 80 per cent of companies in the security and fire prevention sector have increased their turnover over the past 12 months, according to a report by Inter Company Comparisons. But only 51 per cent of companies increased their profits and 27 per cent showed a loss.

Can maker to invest £2m this year

BY MAURICE SAMUELSON

NACANCO, WHICH claims to make 40 per cent of the paint cans in the UK, is to invest £2m this year on upgrading its general line capacity, including installation of a print shop at a factory in Norwich.

The investment will be financed out of profits made last year in spite of what Nacanco describes as gross overcapacity in the UK can making industry.

Nacanco, the UK subsidiary of the U.S. National Can Corporation, has yet to publish 1981 profits but they could be less than half the £17.5m earned before tax the previous year on a £70m turnover.

Mr Arthur Church, managing director, claimed yesterday that in spite of competition Nacanco would keep its 30 per cent share of the beverage cans market.

Consumer spending remains buoyant

By David Marsh

CONSUMER spending is still at a fairly buoyant level in spite of the sluggish recovery from recession and sharp drop in real incomes, according to official figures published yesterday.

Britons have drawn on savings and have borrowed heavily from the banks to keep spending remarkably constant over the past three years.

High credit demand from the personal sector has helped support economic activity, but has increased the Government's difficulties in controlling the money supply.

The Central Statistical Office reported that the volume of consumer spending remained unchanged in the first quarter of 1982 compared with the final three months of last year.

Seasonally adjusted, spending was estimated at £17.9bn at constant 1975 prices—barely changed from the average levels of each of the last three years.

The first quarter buoyancy was mainly due to the increase in retail sales announced earlier this week. Spending on cars and on fuel and light dropped back again after the rise in the fourth quarter last year. The CSO said electricity spending was partly affected by the return to milder weather in February and March after the cold spell in December and January.

Consumer spending was originally forecast by the Treasury to fall 1 per cent last year, but finished unchanged. This year the Budget forecast envisages a rise of ½ per cent compared with 1981.

The strong pound has helped maintain consumption during the past two years. Some economists suggest that High Street activity has been boosted by the spending of redundancy money.

Scots seek electronics expansion

BY MARK MEREDITH, SCOTTISH CORRESPONDENT

THE Scottish Development Agency (SDA) has produced a plan to promote the region as a development area for the electronics industry.

The plan is to publicise Scotland's economic infrastructure for inward investment and to encourage high technology companies as well as help in the growth of some advanced electronics industries.

The results of a consultant's study for the agency shows a move away from concentrating on financial incentives.

The Booz Allen Hamilton consultant's report reappraised the state of the industry in Scotland as a follow-up to its 1979 study which set out electronics sector expansion plans.

Electronics employs about 40,000 people in 200 companies and accounts for 8 per cent of Scotland's manufacturing workforce.

Along with banking and North Sea oil, it is one of Scotland's three big industries, which maintained expansion throughout the recession.

The 700-page report was condensed to a 22-page brochure for general circulation entitled Electronics in Scotland: the Leading Edge.

Agency officials said that due to intense international competition for new industries throughout Europe, especially Ireland, they were reluctant to give all the consultant's findings.

The officials admit that Ireland now has a more alluring financial package including extensive tax holidays to woo new investment.

The agency felt that concentrating on financial incentives would lead to the development of more assembly-line type of companies with little research and development.

The thrust of Scotland's value added approach is to bind electronics into the Scottish economy helping companies using Scottish technological resources and companies with products readily applicable to Scottish industry in general.

The agency's plan has three main aims: to intensify the technological base, to encourage Scottish-owned companies and to increase employment.

It said the consultants felt there was much scope for growth and that Scotland could consolidate its position as a world centre from this base.

The report said that Scotland had the educational resources to meet electronics industry needs.

This would help in the development of three specific areas of technology: very large scale integration (VLSI), artificial intelligence and opto-electronics.

These areas were chosen for their commercial application and potential use by existing Scottish industries.

The second theme of the plan was the creation of indigenous companies. At the moment 45 per cent of the electronics companies are owned by overseas companies. The agency is to set up a new electronics division.

The division will have six industrial specialists and a £10m budget along with private sector and other public sector funding to support the new programme.

Agency officials said there were about 1,000 individual initiatives for development, encouraging specific uses or growth areas for high technology and the application to specific industries.

The new division it is hoped will lobby for greater exchange of ideas. In the past five years the industry in Scotland has received £400m in investments by more than 60 companies.

Its main market sectors are in semiconductors, information systems, defence electronics and industrial electronics instrumentations.

Semiconductors employ 17.5 per cent of the industry workforce and received more than £130m investment over the past two years. All companies are engaged in wafer fabrication including Motorola, General Instruments, National Semiconductor and Hughes Microelectronics. Burr Brown and Nippon Electric Company have also announced plans to set up in Scotland.

Companies producing information systems include IBM, Digital, Burroughs, NCR, Honeywell and ICL.

Ferranti, Marconi, Barr and Stroud and Racal's Microwave and Electronic Systems are the key companies in defence electronics.

Under industrial electronics and instrumentation come Hewlett - Packard, Ferranti, Honeywell and Edinburgh Instruments, which grew from the physics department of Heriot-Watt University.

Retirement age equality call to Government

By Eric Short

BARONESS LOCKWOOD, chairman of the Equal Opportunities Commission, yesterday criticised the Government for failing to take any initiative towards a common retirement age for men and women.

She told delegates to the 1982 conference of the National Association of Pension Funds in Bournemouth that definite progress was being made within the EEC towards equal status in pension schemes and that a common retirement age was a fundamental move in that direction.

The commission and the NAPF had urged the Government several years ago to commit itself to the principle of the equalisation of the state pension retirement age, which the commission knew would take years to phase in. But it wanted an immediate firm commitment with two years' of discussion with interested bodies as to what the retirement age should be.

Progress over the intervening period by successive governments had been at a snail's pace, said Baroness Lockwood. She said it would be a pity and somewhat ironic if government moves in this field came about because of pressure on it by EEC developments rather than by positive action of its own.

She condemned past governments for concentrating solely on the cost of a change to an equal retirement age and making this the decisive factor in duscussions. She said the commission did not minimise the importance of the cost element but felt it had been overstated. The result was that the Government had silently foreclosed on every option except maintaining the current situation.

The commission also criticised the Government for failing to undertake an in-depth study of public attitudes to retirement. In the absence of such a study the commission had decided an one of its own.

The results of a pilot survey had provided clear indications that most men and women took the subject seriously, that they wanted a common retirement age and that they were prepared to pay higher National Insurance contributions to bring this about.

Baroness Lockwood referred to discussions by certain bodies on tinkering with the retirement age as a panacea for the current problems of unemplayment. She said there was a case for reducing the retirement age and that there was nurgent need to deal with unemployment, but she said it was radically misconceived to suppose that altering the retirement age would mage a significant contribution to solving the unemployment problem.

Estimates from the Department of Health and Social Security showed that reducing the male age of retirement to 60 would take only 400,000 off the unemployment register. In the commission's opinion it was not a sensible way to deal with unemployment or equalising the pension age.

SE chairman attacks tax indexation plans

BY ROSEMARY BURR

A STRONG attack on the way capital gains tax indexation is introduced in the Finance Bill, has been made by Sir Nicholas Goodison, chairman of the Stock Exchange.

Sir Nicholas told a meeting of the National Council of Building Material Producers, yesterday: "The proposals are nonsense." In particular he complained about the complexities of identification rules and the unfair treatment of people who have held shares for a long period before April 1982.

Under the Government's proposals, indexation of gains applies only to the period from April this year to the date of sale, provided the asset has been held for more than one year.

In the past, investors were able to pool holdings in the same share and establish an average price for their holding for tax purposes. Pooling would not be allowed under the proposed rules for identification of shares and a series of complicated rules would be introduced to cover existing holdings of shares acquired piecemeal over the years.

Sir Nicholas said: "There seems little political or commercial logic in confusing investors in industrial capital even more and in raising their costs. Both effects will make them more reluctant to put their savings where the country needs them."

On April 21 the Stock Exchange sent a six page memorandum to the Chancellor suggesting two key amendments to the Government's proposals. The Stock Exchange welcomed the principle underling indexation, but suggested that a base date of April 6 1981 should be established so that all holders of shares would be treated equally, regardless of the length of time before this that they had held the shares.

The memorandum includes an example of how unfair the proposals are. This compares the tax bill of two people who bought the same number of shares in the same company at different times and later sold out in April 1983. The example indicates that the person who purchased the shares in 1979 would benefit by six times as much as an investor who made the purchase in 1970.

Second, the Stock Exchange would like to see the retention of pooling arrangements for shares held over one year.

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BAe buys Sperry Gyroscope for £45m

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AEROSPACE, the aircraft, missiles and space group, is buying for £45m the Sperry Gyroscope Division from Sperry Limited of the UK, a wholly-owned subsidiary of Sperry Corporation of the U.S.

The deal, effective from March 26, is subject to the Secretary for Trade not refering it to the Monopolies and Mergers' Commission.

The £45m will come from BAe's cash resources. A sum of £4.5m was paid yesterday, with the balance to be paid on completion.

Sperry Gyroscope has more than 3,100 employees, of whom 2,500 are at Bracknell (the head office and main plant), over 500 at Plymouth (a manufacturing plant) and over 100 at Weymouth (engineering and trials offices for underwater weapons and systems).

Its main activities include underwater weapons and systems, aeronautical navigation and flight safety systems, ships' gunfire, surveillance and navigational systems, panoramic sights and sensors for armoured fighting vehicles and military communications data handling and memory storage systems.

Sperry Gyroscope is also the "preferred contractor" to the Ministry of Defence for mine warfare and counter-measures.

The company will become part of the Dynamics Group of BAe. It will continue all its activities and function as a separate unit, although BAe intends to expand its activities.

The acquisition secures BAe a place in the underwater torpedo and missle business. A subtantial proportion of Sperry Gyroscope's output has been used in the past by BAe in missile and other programmes, and these activities will continue.

BAe said yesterday that the acquisition would enable it to incorporate Sperry products into other BAe systems, including space and communications.

BAe said it would also examine with the Sperry Corporation "areas of business which could be of benefit to both companies through mutual co-operation in the future."

A spokesman for Sperry Limited said the sale of Sperry Gyroscope Division was part of a long-term strategy to concentrate on other electronic activities, such as computers.

BAe had been advised by Morgan Grenfell and Co. and Sperry Limited by S. G. Warburg and Co.

The British Aerospace 50p shares closed yesterday at 192p, up 3p.

Windfall tax takes 89% of Co-op Bank's profits

BY WILLIAM HALL, BANKING CORRESPONDENT

THE Manchester-based Co-operative Bank, a pioneer in the personal banking market, had one of its toughest years in 1981.

Its pre-tax profits fell by a third to £3.6m, it omitted its dividend and the Government took virtually all that was left in windfall profits tax.

The Co-op Bank, which has more than 1m customers, has been the hardest hit of all the banks by the windfall profits tax which took 89 per cent of its pre-tax profits compared with an average of 19 per cent for the other banks.

Unlike the other banks, the Co-op Bank has little overseas business, which escaped the tax. Its profits were already low because of its adherence to the co-operative movement's principle of providing banking services cheaply.

The bank is particularly upset that the Government helped one of its main competitors, the state-owned National Girobank, by injecting extra capital to cover its share of the tax.

The Co-op Bank's performance was also hit last year by a £1.7m loss at FC Finance, its finance house subsidiary. A new management team has been appointed, the headquarters moved to Manchester and the company virtually relaunched under the name of First Co-operative Finance. It is hoped that it will break even this year.

Although the Co-op Bank has built a reputation as an innovator in retail banking, its financial performance over the last few years has been poor. Operating profits fell in 1981 for the second year running and are now lower than in 1977, since when its balance sheet has doubled in size.

The bank raised $25m (£14m) of loan capital in 1979 and last year another $30m to help finance growth. Its main source of equity capital is its retained earnings and the Government's windfall profits tax has forced it to curb its rate of growth.

The number of personal customers is growing at an annual rate of 18 per cent. The bank has launched a number of initiatives over the last year, including what it claims is the first genuine interest bearing current account. In addition, its in-store credit card scheme has recruited over 100,000 customers and another 80,000 are expected to take cards in the current year.

During 1981 the bank increased the number of its small business customers by over a fifth and has increased its backing for worker co-ops, more than half of which are now customers.

The bank has 71 full branches and plans to increase the number to 100 by the end of the decade.

Rise expected in charter flight holidays

By Michael Donne,
Aerospace Correspondent

SPENDING BY individuals on package holidays using charter flights during 1982 is expected to amount to just under £1.6bn, or about 10 per cent more than was spent last year.

The Civil Aviation Authority, making this forecast, says the growth rate expected is only about half the rate estimated for last year—the slower rate being in line with lower inflation.

The CAA says it has authorised British air travel organisers to offer more than 7.1m air holidays in 1982, a rise of just over 400,000, or about 6.1 per cent more than the figure for 1981.

The largest organisers—those authorised to each offer more than 50,000 air holidays—have slightly increased their share of the market.

The biggest operator is Thomson Travel, with just under 900,000 air holidays on offer this year, followed by British Airways (Silverwing Surface Arrangements) with 656,000, Horizon Holidays with 428,000

Chloride plea to Europe over lost BL contract

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

CHLORIDE is complaining to the European Commission about BL's decision to award Lucas the sole contract to supply batteries to the volume car division.

Chloride, in a statement last night, said it was "now convinced that an important point of principle covering the negotiations of component supply contracts in the automotive industry has been raised by the manner in which Lucas appears to have secured the contract."

BL, as part of its cost-cutting strategy, invited Lucas and Chloride, which had previously shared the contract, to tender for the full order of about 500,000 batteries a year.

According to BL, both companies submitted similar quotations but Lucas succeeded because of its ability to supply a complete range of electrical equipment. Lucas already supplies components such as starter motors, alternators and lighting equipment.

Chloride immediately complained of "unfair competition" and suggested the Lucas quotation was based on a pricing policy linked to a package of electrical equipment.

Lucas last night refused to comment on the Chloride move. The company has denied emphatically any suggestion that the quotation was based on a package.

Chloride says it has filed its case with the Competition Directorate in Brussels. The directorate is an arm of the European Commission's civil service and has powers to investigate complaints about abuse of market position and unfair practices.

It can call upon companies to open their books and can submit any findings to the Commission, which can either impose fines or refer the issue to the European Court of Justice.

Gaining the BL order was important to both companies. Lucas had already warned that loss of the work would put at risk its Birmingham battery plant which employs 1,300.

Councils urged to protect environment from trucks

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT

GREATER USE by local authorities of existing powers to relieve environmental nuisance caused by heavy trucks is being urged by the Transport Department.

In a circular sent to councils this week Mr David Howell, Transport Secretary, told them they had a key role to play. He said: "In many towns and villages the effects of the lorry are intolerable and the situation will get worse if nothing is done."

The circular was dispatched as Mr Howell was completing a policy-package on heavy trucks which will raise maximum permitted weights and dimensions.

The announcement of new regulations is still expected next month. The pressure on parliamentary time at present, however, is creating uncertainty about the exact timing of the announcement which will be followed by a debate.

The circular, the Government said, was part of a comprehensive package of measures to tackle the environmental damage heavy trucks could cause. The package includes bypasses for trunk and local road networks, more steps to make trucks quieter and safer, and better enforcement of weight and safety regulations.

Nonetheless, local authorities were told they could do much more to cut nuisance on roads for which they are responsible, that is all roads other than trunk roads and motorways, using available controls.

These include bans on trucks, defined in terms of weight, length or width: total bans at specific times: specified routes for trucks: priority measures for trucks: restrictions on waiting, loading and unloading: and restrictions on overnight parking.

Some authorities have used such controls with effect. Others have not tackled problems with the same vigour, says the circular.

The circular advocates the preparation of strategic plans for trucks and draws attention to studies published on truck controls.

Engineering orders rise but trend disappointing

BY MARK WEBSTER

JANUARY ENGINEERING sales and orders showed a marked improvement on December but the underlying trend remained disappointing, according to Department of Industry figures.

New orders were considerably better while sales showed a modest rise. But the figures still represent long term decline in home and export markets.

The volume of orders on hand has stagnated since August 1981, which was an exceptionally good month, but there have been large monthly fluctuations.

The home market levelled off in the last three months of last year after falling steadily since May 1981.

The Department of Industry's index shows that the trend for export orders has been steeply downwards since the high August figure.

In the machine tool industry, the level of new orders in January was the lowest since April 1981. Export orders declined dramatically after improvement in November and December.

New orders for machine tools were 8 per cent down for November to January compared with the previous three months, reflecting an equally poor performance on the home and export fronts.

Export sales figures improved in the three monthly comparison to January, thanks to a good December figure, but home sales figures were down 6 per cent. The underlying trend remains stagnant with short order books

City police arrest stockbroker

A PARTNER of Norman Collins, the stockbroking firm which crashed last year has been arrested on charges of theft and false accounting.

Mr Gerald Bowyer-Tagg, a partner in the two-man partnership, has been arrested by the City of London Police Fraud Squad. He appeared in court at Mansion House earlier this week. He has ben remanded on bail until July 20.

Marketing director quits Brotherhood

MR BARRIE MEE, the marketing director of Peter Brotherhood, the Peterborough-based machinery and power plant manufacturer, has resigned from the company over what was described as a "fundamental" difference of aproach with Mr Geoffrey Crawford, the company's chief executive.

Mr Crawford felt some of Mr Mee's ideas were not suitable for a heavy industrial company and that the marketing structure had become too top-heavy. Mr Mee's resignation was accepted by the Peter Brotherhood board yesterday.

Mr Roderick Travers, administration director, retired on April 5.

LT to lose 250m passenger journeys

LONDON TRANSPORT expects to lose 250m passenger journeys this year as a result of the March 21 fare increases. The forecast, on the basis of returns over the first two weeks of the new fares, is closely in line with those made before the increases.

They imply a decline in bus travel of about 20 per cent and in underground travel of about 10 per cent.

A detailed analysis will not be available for some weeks.

BASE LENDING RATES

Bank	Rate
A.B.N. Bank	13 %
Allied Irish Bank	13 %
American Express Bk.	13 %
Amro Bank	13 %
Henry Ansbacher	13 %
Arbuthnot Latham	13 %
Associates Cap. Corp.	13 %
Banco de Bilbao	13 %
BCCI	13 %
Bank Hapoalim BM	13 %
Bank Leumi (UK) plc	13 %
Bank of Cyprus	13 %
Bank Street Sec. Ltd.	14 %
Bank of N.S.W.	13 %
Banque Belge Ltd.	13 %
Banque du Rhone et de la Tamise S.A.	13½%
Barclays Bank	13 %
Beneficial Trust Ltd.	14 %
Bremar Holdings Ltd.	14 %
Brit. Bank of Mid. East	13 %
■ Brown Shipley	13 %
Canada Perm't Trust	13½%
Castle Court Trust Ltd.	13½%
Cavendish G'ty T'st Ltd.	15½%
Cayzer Ltd.	13%
Cedar Holdings	13 %
■ Charterhouse Japhet	13 %
Choulartons	13½%
Citibank Savings	¶13½%
Clydesdale Bank	13 %
C. E. Coates	14 %
Consolidated Credits	13 %
Co-operative Bank	*13 %
Corinthian Secs.	13 %
The Cyprus Popular Bk.	13 %
Duncan Lawrie	13 %
Eagil Trust	13 %
E.T. Trust	13 %
Exeter Trust Ltd.	14 %
First Nat. Fin. Corp.	15½%
First Nat. Secs. Ltd.	15½%
Robert Fraser	14 %
Grindlays Bank	‡13 %
■ Guinness Mahon	13 %
■ Hambros Bank	13 %
Heritable & Gen. Trust	13 %
■ Hill Samuel	§13 %
C. Hoare & Co.	†13 %
Hongkong & Shanghai	13 %
Kingsnorth Trust Ltd.	14 %
Knowsley & Co. Ltd.	13½%
Lloyds Bank	13 %
Mallinhall Limited	13 %
Edward Manson & Co.	14 %
Midland Bank	13 %
■ Samuel Montagu	13 %
■ Morgan Grenfell	13 %
National Westminster	13 %
Norwich General Trust	13 %
P. S. Refson & Co.	13 %
Roxburghe Guarantee	13½%
E. S. Schwab	13 %
Slavenburg's Bank	13 %
Standard Chartered	‖13 %
Trade Dev. Bank	13 %
Trustee Savings Bank	13 %
TCB Ltd.	13 %
United Bank of Kuwait	13 %
Whiteaway Laidlaw	13½%
Williams & Glyn's	13 %
Wintrust Secs. Ltd.	13 %
Yorkshire Bank	13 %

■ Members of the Accepting Houses Committee.

* 7-day deposits 10%, 1-month 10.25%. Short term £8,000/12 month 12.8%.

† 7-day deposits on sums of under £10,000 10½%, £10,000 up to £50,000 11%, £50,000 and over 11½%.

‡ Call deposits £1,000 and over 10%.

‖ 21-day deposits over £1,000 11½%.

§ Demand deposits 10½%.

¶ Mortgage base rate.

Docklands boosted by workshops

By Belinda Nenk

LONDON'S DOCKLANDS were boosted by yesterday's launch of workshops on a dock site closed two years ago. Canon Workshops, West India Docks, will offer 128 low-rent business sites.

The workshops are within one of London's Enterprise zones due to be launched next week. The businesses will receive rate- and tax-concessions.

A three-way partnership of the Port of London Authority, Regeneration, a conservation and job-creation agency, and Midland Montagu Industrial Leasing, which has financed the project, led to development of the workshops.

The first two tenants have moved in. The PLA has received more than 40 inquiries from small businesses which include a stonemason, a car-hire company and craft-workers.

The companies will have to pay only one month's rent in advance, to encourage first-time businesses which have little capital. There is an on-site manager, provided by Regeneration, and centralised clerical, administrative and cleaning services.

At the launch Mr Victor Paige, PLA chairman, said he was pleased to see business return to a former dock site only two years after its closure.

Mr Nigel Broakes, London Docklands Development Corporation chairman, said: "It has been rightly emphasised that the small-business sector is the very core of the nation's economy. I look forward to watching these small businesses develop as they provide the essential fibre for that core."

Business sector accounts for half new car sales

Kenneth Gooding interprets fresh industry sales statistics

THE TIME has come to destroy one of the most widely-held myths about the British car trade—that 70 per cent of new cars sold go to business buyers.

In reality, as the industry's own research shows, the business sector accounts for only about half of new car registrations.

The 70 per cent claim has been repeated so often in recent years it is no longer questioned by those outside the industry. And it suited the manufacturers to allow the inaccuracy to become established "fact" through repetition.

However, the industry has now agreed to allow some of its research results to be released by the Louis Harris Group for which the past six years has worked for a syndicate comprising BL, Fiat, Ford, the Peugeot-Citroen-Talbot group, Renault and VAG, the VolkswagenAudi organisation.

The Louis Harris survey established that the business car market in Britain accounted for 44 per cent of the total during the "S" registration year (August 1977 to July 1978); 42 per cent in the "T" registration year and 47 per cent in the "V" registration year.

The Department of Transport collects statistics on a calendar year basis and its Swansea computer suggests that company car registrations accounted for 39 per cent of sales in 1981 against 41 per cent in 1980.

Subscribers to the 70 per cent theory have argued that the department misses out the many one-man enterprises and professional people like doctors, lawyers, vets and so on who really have business cars but register them as private purchases.

With this in mind, the Louis Harris survey was specifically designed to cover businesses of all sizes from the corner shop to the UK's major industrial groups. Local authorities, nationalised industries, health authorities, police forces and similar public-sector organisations are included with one notable exception—cars bought for central government by the Ministry of Defence.

Also left out are cars registered in Northern Ireland or the Channel Isles (they are GB figures, not UK); dealers' demonstration models; and cars given or leased by the motor manufacturers or importers to their own employees.

Louis Harris has included an extra 3 per cent total established by its research to compensate for these missing elements.

Although business car sales turn out to be much lower in volume than often reported, the sector remains a key one and is of particular importance to BL and Ford which dominate it.

Volumes remain substantial—608,000 in the "S" year; 682,000 in the "T" and 678,000 in the "V" year, according to the Louis Harris research.

The research comprises 7,000 or more telephone interviews a year conducted at car buying points (defined as any establishment with financial responsibility for one or more cars).

This yields details of more than 230,000 cars, some 60,000 of which are of the registration year in which the survey is conducted.

You know all those stories about Rolls-Royce?

IN one day, Lawrence of Arabia and three Rolls-Royces destroyed two Turkish command posts, blew up a bridge, wiped out a regiment of Kurdish cavalry, blew up another bridge and destroyed 600 pairs of railway lines. His driver remarked: "The experience of driving a Rolls-Royce is one of continuous hustle."

THE suspension system on a Rolls-Royce is so sensitive it compensates for the gradual emptying of the petrol tank.

MISS Letitia Overend of Dublin drove her 1926 Rolls-Royce every day for over 50 years. Her sister, Naomi is still driving the same car.

THE 1982 Bentley Turbo accelerates its two and a half tons from 0-60 in 7.4 seconds.

EXTRAS fitted to a Rolls-Royce have included a pianola, an espresso coffee machine, a bed, hot and cold running water, an interior roof depicting the heavens – and a commode.

IN tests the door of a Silver Spirit was slammed 100,000 times, to ensure it will always close with the distinctive subdued clunk.

THE Maharajah of Viziangaram had a Rolls-Royce made of silver. Every year he blessed it with a shower of rose petals.

THE Rolls-Royce radiator is made entirely by hand and eye – without measuring instruments.

IN the 1st World War a group of British officers driving a Rolls-Royce chased six German staff officers in a Mercedes across the Western Desert at 70 m.p.h. They eventually destroyed the German car and captured its occupants.

THE ashtrays in a modern Rolls-Royce empty automatically.

IN 1910, for publicity purposes, Rolls-Royce engineers balanced a penny on the radiator cap for two minutes while the engine was running at full throttle.

THE hydraulic tappets on a Rolls-Royce are assembled the hard way – immersed in paraffin – to avoid contamination by dust.

A Rolls-Royce will support the weight of a full grown African elephant with only 1½" of give. Rolls-Royce Motors do not recommend this.

IT takes one man one day to make a Rolls-Royce radiator. Five hours are then spent polishing it.

ONLY one modern British Rolls-Royce has left the factory bearing any mascot other than the Spirit of Ecstasy. A very important Phantom VI has a St. George and the Dragon figurehead.

THE horn button contacts on a Silver Spirit are made of silver.

THE Duke of Westminster carried out commando raids in a 1914 Rolls-Royce. His exploits in it included charging a platoon of German cavalry.

LENIN fitted caterpillar tracks to his Rolls-Royce. The company do not recommend this.

THE air conditioning in a modern Rolls-Royce is unique – the only one in the world separately controllable at two levels – knee height and head height.

THE minimum distance between British parking meters was originally determined by the length of a Rolls-Royce Phantom V.

A secret electrical device on the 1982 Bentley Turbo holds its speed under 140 m.p.h. in the interests of safety.

THE Maharajah of Bhoraptur had the mudguards and bonnet of his Rolls-Royce strengthened to allow huntsmen to stand on them while shooting.

THERE is a heat sensor in the Silver Spirit that automatically adjusts the temperature in the car to compensate for heat gain from the direct rays of the sun.

EVERY hour of the day or night there is, somewhere, a Rolls-Royce being driven on a 50,000 miles continuous test.

THE badge on a Rolls-Royce was red, until the year Sir Henry Royce died, when it was changed to black.

IF during testing of a Rolls-Royce there is a noise so faint it is impossible to locate, an engineer will travel in the boot with his ear pressed to the floor until he can detect the source of the noise.

A 60 foot 1½ ton flagpole once fell onto the bonnet of a Rolls-Royce in Delhi. The flagpole broke in two; the radiator of the car was undamaged.

YOU could drive a Rolls-Royce from the Arctic Circle to the Equator without once having to adjust the air conditioning – the interior temperature would remain constant.

A Rolls-Royce number plate – RR1 – was sold in 1968 for more than the price of the Silver Shadow to which it was attached.

ENGINEERS use a stethoscope to check the smooth running of the engine on a Silver Spirit.

HENRY Royce once destroyed 12 cylinder blocks with a hammer, having discovered minor imperfections in each one.

EACH craftsman engraves his initials on the back of every radiator he makes.

THE first 10 h.p. Rolls-Royce was sold for £395. Today it is worth approximately £250,000.

THE air conditioning in a Silver Spirit can change the air three times every minute.

EACH Silver Lady made between 1911 and 1951 bears the signature of the artist, Charles Sykes.

IN tests, 5 Silver Spirits were crashed at 30 m.p.h. into a 100 tonne block of metal, then a 2,000lb block of concrete was rammed into the back of the cars at 20 m.p.h. to demonstrate the Spirit's ability to withstand impact.

THE Hon. C.S. Rolls represented Cambridge as a racing cyclist; Henry Royce sold newspapers for W.H. Smith.

IT takes twelve hides to make the upholstery on a Corniche – enough to make 300 pairs of expensive shoes. The hides come from remote parts of Northern Europe, where the relative absence of insect pests and barbed wire produces the unblemished quality required.

IN 1907 a Rolls-Royce attacked the world endurance record of 7,000 miles. After 14,371 miles the R.A.C. stopped the test. The cost of replacing worn parts was two pounds two shillings and sevenpence.

BEFORE any paint is approved for use on a Rolls-Royce it is subjected to three years testing in Miami, Crewe and a refrigerator.

ONE year after Henry Ford bought his Rolls-Royce, two engineers from Derby visited him to check the car was running well. He was so impressed he cabled Royce "When I have sold one of my cars I don't ever want to see it again."

THE valve seats in a Silver Spirit are given a natural finish of one sixteen millionth of an inch.

EACH "Spirit of Ecstasy" (the Silver Lady) is individually sculptured and cast by a 4,000 year old Chinese 'lost wax' process. No two are alike.

BEHIND the instrument panel of a Silver Spirit is a mile of wiring.

THE largest purchaser of Rolls-Royce motor cars in the world was the Scottish Co-operative Society.

THE Nizam of Hyderabad had a throne installed in the rear of his Rolls-Royce; and a silver cupola in the roof.

THE world record for travelling from London to New York is held by a British businessman, using Concorde, two helicopters – and two Rolls-Royces. Four hours, twenty-three minutes, office to office.

ONLY one hide in 500 is considered good enough to be chosen for Rolls-Royce.

A cocktail cabinet with a cut glass decanter is standard equipment on the Rolls-Royce Phantom.

THE lines of the radiator are slightly bowed to give the appearance of rectilinearity – the same principle used by Kallikrates in building the Parthenon.

THE throttle linkage on the 1982 Silver Spirit was designed by Sir Henry Royce over 50 years ago. No-one has been able to improve on it – so it has never been changed.

THE air conditioning on a Silver Spirit costs as much to make as a complete Mini Metro.

SIR Henry Royce used to test early Rolls-Royce cars by dragging granite kerbstones up and down steep hills.

DAVID Ogilvy's famous fifties' headline: "At 60 m.p.h. the loudest noise in the new Rolls-Royce comes from the electric clock" was not a new thought. The Autocar review of the Silver Ghost in 1907 read: "At whatever speed this car is driven, the auditory nerves when driving are troubled by no fuller sound than emanates from an eight-day clock."

THE original "Silver Ghost" has covered approximately 600,000 miles. In June it will be driven from Glasgow to London, repeating a journey it first made in 1907. Rolls-Royce anticipate the journey will present no problems for the 75 year old car.

IN construction, every car is accompanied by a "history book" which each man who works on the car signs to indicate that the part of the car for which he is responsible is up to the necessary standard.

EVERY Rolls-Royce engine is hand-built.

LENIN, Stalin and Leonid Brezhnev all owned Rolls-Royces – and so did Czar Nicholas II.

TEST drivers on the Silver Spirit have clocked up one million miles a year.

ONE of the pre-war coachbuilders for Rolls-Royce was descended from the coachbuilder for Queen Elizabeth I in 1564.

THE bodywork on a Rolls-Royce Corniche is constructed entirely by hand. The car itself takes five months to build.

"DOCTORS declare the Rolls-Royce to be the only petrol car they could bring up to a patient's house and drive away without the possibility of disturbing the patient". Rolls-Royce advertisement, 1910.

SIX out of ten of all the Rolls-Royces ever built are still on the road.

ROLLS-ROYCE will always be British. Should the company ever fall into overseas ownership, the name will die.

They're all true.

Next week's Financial Times will contain more facts about the best car in the world. If you know of an interesting, hitherto unpublished fact about Rolls-Royce, we'd like to hear from you – Rolls-Royce Motors, Crewe, Cheshire. A Vickers company.

UK NEWS — PARLIAMENT and POLITICS

Thatcher rules out deal on future of South Georgia

BY IVOR OWEN

BRITAIN'S readiness to use force, if necessary, to remove the Argentine invaders from the Falkland Islands, and her determination to ensure that no longer-term deal involves ceding sovereignty over South Georgia were heavily underlined by the Prime Minister in the Commons yesterday.

Mrs Thatcher's spirited hard-line stance, as Mr Francis Pym, the Foreign Secretary, began his crucial talks in Washington with Mr Alexander Haig, the U.S. Secretary of State, was well received by most Tory MPs and produced little more than ripples of dissent on the Opposition benches.

Government supporters also *indicated their approval when* the PM admitted, with some reluctance and to jeers from *Labour MPs, that the Falklands* crisis had forced the Government to look again at the size and the scope of the defence programme and led the Cabinet to decide to postpone the publication of the White Paper, which had been expected next week.

The PM maximised the opportunities for ensuring continued all-party support by stressing that Britain's demand for the withdrawal of Argentina's troops from the Falkland Islands had the backing of the UN.

In indignant tones she emphasised that nearly three *weeks had passed since* the Security Council approved Resolution 502 endorsing *Britain's case.*

It was against this background that she echoed the words used by Mr Pym 24 hours earlier in making it clear that Britain is not prepared to rule out the use of force during an open-ended period of negotiations.

Mr Gordon Wilson (SNP Dundee East) provided the opening for her to be even more forthright when he warned that the all-party support for the Government inside and outside the Commons would melt like snow if hostilities were authorised before the processes of negotiation had been fully and adequately carried out.

With the Tory benches roaring approval the PM insisted: "I *cannot rule out the use of* force. The process of negotiations could go on endlessly."

She also emphasised that the UN charter recognised Britain's right to self-defence in the face of *aggression* such as that committed by Argentina.

While the Government would prefer a peaceful solution, she said, it was not easily attained, particularly when dealing with someone who said they would only withdraw after they had succeeded in obtaining sovereignty as the price of withdrawal.

The Prime Minister ruled out any question of Britain ceding sovereignty over South Georgia after **Dr David Owen,** parliamentary leader of the Social *Democrats and former Foreign* Secretary, emphasised that it was a direct British dependency.

No British Government, he said, had ever been prepared in any discussions with Argentina to contemplate any change in that position, and this reflected the importance of South Georgia in relationship to major British interests in Antarctica.

Confirming that South Georgia had been administered through the Falkland Islands governor as a matter of convenience, the Prime Minister declared: "Our title to it is quite different to that of the Falklands and it *is* a separate dependency."

South Georgia was "extremely important" and not just for the *reasons mentioned by Dr Owen.*

Mr Stephen Hastings, (Con Mid-Bedfordshire) argued that *any continuing plea for restrictions* on the use of force or for some other kind of compromise *could serve only to bring* comfort to the Argentine junta and increase the risk of it making a *further miscalculation* involving the loss of life.

Vigorously supporting this view, *the Prime Minister maintained* that the obvious strength and efficiency of the Royal Navy's task force was a factor which was more likely to lead the junta to a peaceful settlement than would have been the case without its presence and the South Atlantic.

Mr. Thatcher agreed too with **Dr Brian Mawhinney** (Con Peterborough) that a democracy unwilling to defend its own territory and people against aggression and not prepared to use force after all negotiations *for a peaceful settlement had* been exhausted would lose credibility as a member of a *democratic alliance, such as* Nato.

She stressed: "You have to be prepared to defend the things in which you believe and to be prepared to use force

Healey flies to Washington to press UN

BY ELINOR GOODMAN, POLITICAL CORRESPONDENT

MR *DENIS HEALEY,* the Shadow Foreign Secretary, flew to the United States last night in *the wake of Mr Francis* Pym, the Foreign Secretary, to press the case for direct UN *involvement in the Falkland* Islands dispute.

He was hoping to have talks with Mr Haig, U.S. Secretary of State, and the Secretary General of the UN to explore the possibilities of the UN providing either an interim administration in the Falkland *Islands after the withdrawal of* Argentine forces, or mediating in the event of Mr Haig's peace *mission failing.*

Mr Healey will be in the U.S. at the same time as Mr Pym, and there *was some concern* amongst ministers yesterday that his presence might give *Americans the impression that* other parties at Westminster were not totally behind the *Government's strategy for* solving the crisis.

Mr Healey said yesterday he *did not think his trip* would undermine Mr Pym's position. Mr Healey would be basically re-enforcing the Government's demands.

Since the dispute began, the Labour Party has supported the Government's use of diplomacy backed by strength. The shadow *Cabinet endorsed this stance* earlier this week, but by stressing the scope for some UN *involvement, Labour* has created a way of distancing itself from the Government if necessary.

Mr Foot, nevertheless, takes the view that Britain would be *entitled under the UN charter* to reclaim the Falkland Islands by force if diplomacy failed.

This view was again challenged by Mr Tony Benn last night, one of about 20 Labour MPs publicly opposed to the Government's handling of the negotiations. The Cabinet, he said, had now "turned its back on the UN" and had decided to resort to force if it could not *get 100 per cent of what it* wanted by diplomacy.

He accused the Cabinet of *"crude warmongering"* and urged all those against war with Argentina to speak up. To stay *silent, he maintained, would be* to accept responsibility "for the tragedy that could engulf us all."

Mr Benn backed the idea of Britain putting the dispute in the hands of the UN. The Government should offer to abide by UN arbitration over the future administration and sovereignty of the islands, he said.

Inflation below 10% this year says PM

By Ivor Owen

THE RATE of inflation is *expected to fall below 10* per cent "well before the end of the year" the Prime Minister *told the Commons yesterday.*

In buoyant tones she also highlighted recent forecasts indicating that Britain is making a better recovery from the recession than most other leading industrial countries.

The forecasts were pointing out, she said, that recovery would be quicker in Britain in the coming year and at least as good as that achieved by our major international competitors, and in some cases even better.

Unionist MP cuts Tory links

MR WILLIAM ROSS (OUP, *Londonderry), has severed his* links with the Conservative Party in protest at the *Government's plans for a new Assembly* in Northern Ireland, he disclosed at the Commons yesterday.

Mr Ross wrote to the secretary of the National Union of Conservative and Unionist Associations, resigning his membership of the union and of three of its principal committees.

Like other Official Unionist MPs, Mr Ross has already expressed fierce opposition to *Northern Ireland Secretary Mr* James Prior's proposals for "polling devolution" in the province, *which are embodied in the* Northern Ireland Bill published on Wednesday.

Labour claims tax policy benefits only rich

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

THE TAXATION policies of the Government have hit the average taxpayer and the low-paid and benefited only those earning at least five times average earnings, Mr Robert Sheldon, a Labour Treasury spokesman, claimed last night.

During the Committee Stage of the Finance Bill in the Commons he moved an amendment to increase personal income tax allowances in line with inflation over the past two years in accordance with the Rooker-Wise provision.

Mr Leon Brittan, Chief Secretary to the Treasury, pointed out that this would cost over £2bn and asked where the Opposition thought the money would come from.

Mr Sheldon told him that Mr Peter Shore, Shadow Chancellor, had already made clear that the money could be raised from increased Government borrowing.

According to Mr Sheldon the Government's public sector borrowing requirement was likely to be thrown off course by the cost of the Falklands task force. He predicted that the eventual bill could run into hundreds — even thousands — of millions of pounds.

The Government, he predicted, would have no control over this, and the borrowing limits would slip and slip until Treasury ministers would have to start their economic policy from the beginning again.

Mr Sheldon said families on half average earnings were paying 45p a week more in income tax since the Conservatives came to office. Those on average earnings were paying £1.01 more, on one and a half times national earnings tax was £1.71 more, on twice average earnings it was £1.50, on three times average earnings 25p a week more, and on four times earnings 39p more.

But, he added, on five times average earnings—"surprise, surprise"—*people would be* gaining money.

The Tax and Prices Index, which *the Government had said* was the true measure of the rise in the cost of living, had *gone up much* faster than the Retail Price Index.

From 1979 to February this year the RPI increased by 35.6 per cent while the TPI rose by 42.7 per cent.

Over the past 12 months, from March 1981 to February 1982, the RPI went up 9.4 per cent while the TPI rose by 13½ per cent.

The level of income on which people started to pay tax fell from 44.7 per cent of average earnings to 38 per cent over the year, he said. In the same period the proportion of earnings of the low paid which went in income tax and national insurance contributions rose from 21.9 per cent to 23.6 per cent.

"*They have been increasing* the allowances to the wealthy in a way we find quite incomprehensible and unjustified," Mr Sheldon protested.

It was clear during the debate that this subject was also causing some unease among Conservative backbenchers.

Mr Kenneth Carlisle (Con., Lincoln) said he felt the Government had to go a lot further along the road towards helping the lower paid.

"We have to recognise that the problems of the low tax threshold is causing substantial hardship and a great disincentive to everyone in work," he said.

He was aware in his own constituency that many people were paying tax who simply should not be doing so in a sensible society.

For many years the country had lived with the nonsense of a great number of people receiving benefits in one hand and paying them back in tax with the other.

"The situation has become worse over the past year," said Mr Carlisle.

He recalled that he had campaigned at the last general election on a programme of less tax and better incentives. To some extent he felt that this pledge had not been fulfilled.

The Government still had time to succeed in this and he begged Treasury ministers to note that lower taxes and increased incentives struck a chord with ordinary people. He felt the Government had now done sufficient for the better paid.

Biffen made communications co-ordinator

By Elinor Goodman, Political Correspondent

THE PRIME MINISTER has given Mr John Biffen the job of co-ordinating the Government's communications in addition to his position as Leader of the House of Commons.

Mr Biffen's predecessor Mr Francis Pym, also combined both functions but before Mr Pym was made Leader of the House, the jobs were separated, with the Paymaster General carrying responsibility for communications.

When Mr Biffen was appointed Leader in the Cabinet reshuffle two weeks ago, it was left unclear whether he would be responsible for communications.

There was some speculation that the job might go to Mr Cecil Parkinson, the Paymaster General and chairman of the Conservative Party, rather than to Mr Biffen whose public pronouncements have sometimes been at odds with the official Government line.

Yesterday, however, Downing Street announced that Mr Biffen was being given the additional responsibility for Government information.

Two replacements planned for Schools Council

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

THE GOVERNMENT is to wind up the Schools Council, a quango formed in 1964 to oversee national examinations as well as school curriculums in England and Wales, **Sir Keith Joseph,** Secretary for Education and Science, told the Commons yesterday.

"We have concluded that a single body, constituted as an elaborate network of committees on the lines of the Schools Council, is not well placed to carry out both functions," he added.

The functions are to be divided between two smaller quangos, only one of which will have members nominated by teachers' unions, which have tended to dominate the governing body of the present organisation.

The 16-plus and 18-plus exams will in future be supervised by an Examinations Council, whose governing body of 10 to 15 people will be appointed by the Government.

A separate School Curriculum Development Council will watch over the content and methods of teaching in schools.

The Curriculum Council will be headed by a committee of 20, including representatives of industry and commerce, but probably with a majority of teachers.

The Government, however, is planning that only two-thirds of the teachers on the Curriculum Council should be nominated by teachers' unions.

Radical changes were needed in exams, said Sir Keith, and *more attention needed to be* given to the co-ordination and supervision of exams.

"*Ministers need independent* authoritative advice on how these exams might best serve national aims for education," he said.

The Schools Council was a large body with many interest groups represented. A smaller group with experts appointed by the Education Secretary was needed instead.

The new Curriculum Development Council would have the job of "filling gaps" in the present system, and "promote the sensible ordering of priorities and efficient operation.

Mr Neil Kinnock, Shadow Education Secretary, asked how the new bodies could be independent when Sir Keith would have a big say in appointing members. He questioned whether the "radical change" was a move forwards or backwards.

Business in parliament next week

COMMONS

Monday and Tuesday: Finance Bill Committee stage.

Wednesday: Debate on Northern Ireland White Paper; VAT Order.

Thursday: Finance Bill, Committee stage.

Friday: Private Members' Bills.

LORDS

Monday: Inter-Governmental Maritime Consultative Organisation (Immunities and Privileges Amendment Order); Shops Bill, Third Reading; Copyright Act 1956 (Amendment) Bill, Third Reading; Town and Country Planning (Amendment) Bill, Second Reading; debate on EEC competition practice; short debate on European collaboration in advanced technology.

Tuesday: Social Security and Housing Benefits Bill, Committee stage.

Wednesday: short debates on youth unemployment and new technology, the prisons, and on support for orchestras.

Thursday: Administration of Justice Bill, Report Stage; debate on EEC agricultural trade policy; short debate on grants for civilians on courses for remedial gymnasts at a *military* hospital.

APPOINTMENTS

Tate & Lyle post

Mr Peter D. C. Greenway has been appointed group personnel *director of* TATE AND LYLE. He was deputy chief executive of Tate and Lyle Refineries.

★

Mr John I. Howell has retired as a director of SCHRODERS.

★

Mr George B. Heaney has been elected president of GLASGOW CHAMBER OF COMMERCE. He *is a director of IBH UK* and Terex, both parts of the German IBH group.

★

Mr Richard Burnard has been appointed a director of DEAN WITTER REYNOLDS COMMODITIES. Mr Burnard was a vice president of Merrill Lynch Brokers and Dealers.

★

Mr R. C. Hale has been apointed to the board of *JEAVONS ENGINEERING as a* non-executive director. Mr Hale is chairman of GEC-Avery and Hoskins and Horton.

★

Mr Peter Chester, director of the West Country Tourist Board, has been appointed director of strategic planning for the BRITISH TOURIST AUTHORITY. He succeeds **Peter Baynes,** who retires in June.

★

TRIDENT LIFE ASSURANCE COMPANY has made the following appointments: **Mr David James Robinson** has become *accounts director and* **Mr Michael Godfrey-Payne** executive director, administration.

★

Following the acquisition by Hays Group, **Mr B. A. Dawson** has joined the board of LEADENHALL STERLING as chairman. **Mr H. P. Beaumont** and **Mr D. J. Wilcox** continue as directors. **Mr D. S. Clarabut, Mr R. E. Cook, Mr D. K. P. Jackson** and **Mr L. G. B. Williamson** join the board. **Mr G. A. Adkin** and **Mr H. W. Denman** have resigned.

★

Mr Alan Alfred Davenport *is* to become group managing director of CROSBY WOOD-*FIELD on July 1.*

★

Mr David Clive Newton is to succeed **Mr William Hands** as senior partner of MARGETTS & ADDENBROOKE, EAST, NEWTON, stockbrokers, on May 11 when Mr Hands retires.

★

VICTOR PRODUCTS (WALLSEND) has appointed **Mr Clive Mason** as director overseas operations from May 1. Mr Mason has been sales director since 1964.

★

Mr *Michael* Benn *has been* appointed managing director of GLAVERBEL (UK).

★

Mr Richard Westmacott, chairman of Hoare Govett is to join the CITY CAPITAL MARKETS COMMITTEE to fill the vacancy arising on the retirement of **Mr Alan Hurst-Brown.**

★

Sir George Bishop is not seeking re-election to the board of BOOKER McCONNELL at the annual meeting on May 21. Sir George remains a director of *Barclays Bank, Barclays Bank* International, Ranks Hovis McDougall, and of Ibec, the U.S.-based agricultural associate of Booker McConnell.

★

Dr Trevor Lamb has been appointed chairman of IMI NORGREN ENOTS, a new company formed to manage the principal European fluid power operations of IMI. Other appointments are: **Mr Ferdic *Atcheson,*** *managing director,* **Mr Reg Lyon,** assistant managing director commercial, **Mr Richard Lewis,** assistant managing director operation, **Mr Peter Pass,** overseas director, **Mr J. B. Mutlow,** home sales director, **Mr Doug Birnie,** finance director. **Mr Roy Owen,** acting manager of IMI's overseas and marketing department, has been appointed director of group co-ordination and development.

★

STERLING ADHESIVE MATERIALS, a member of the RTZ Group, has reconstituted its board as follows: **Mr David A. C. Bean** has been appointed director and general manager *responsible for day to day* operations of the company. **Mr John Robson** is managing director of SAM and its sister company, Sterling Coated Materials. **Mr W. Reid** is chairman of SAM in addition to his *position of managing director of* RTZ Chemicals and chairman of the other companies within the *RTZ Chemicals Group.* **Mr L. S. Johnson,** finance director of RTZ Borax, becomes finance director and **Mr Ian Storey,** production director at the Scarborough plant.

★

Mr D. D. McKinnon has been appointed to succeed **Mr R. E. Macdonald** who will retire as *general manager and actuary of* the SCOTTISH MUTUAL ASSURANCE SOCIETY on June 30. **Mr F. D. Patrick** will become deputy general manager. Mr Macdonald continues as a director.

★

Mr B. A. Jewels has been appointed to the board of CITY *MERCHANTS a wholly owned* subsidiary of P. S. Refson and Co (Holdings).

★

Air Chief Marshal Sir Peter Fletcher, on his retirement from BRITISH AEROSPACE, will cease to be a director on April 30.

★

Mr John Starr has joined the board of ILLUSTRATED PUBLICATIONS as deputy managing director. He will succeed **Mr Harold Manning** as managing director on October 11 when Mr Manning is due to retire. Mr Starr is managing director of SM Publications and publisher of Slimming Magazine and he will retain these responsibilities in addition to his new appointment.

★

Mr Christopher Heginbotham has been appointed a director of *MIND (National Association* for Mental Health).

John Hunt on the Liberal/SDP Alliance's limited aims in the North East's biggest city

The Old Guard awaits the challenge

Local decisions 82 TYNESIDE

A STATUE of the second Earl Grey gazes loftily over the centre of Newcastle upon Tyne above a plaque proclaiming him "the fearless and consistent champion of liberty." As the moderate leader who stood between the ultra-Tories and the ultra-radicals to pass the great Reform Bill of 1832 he could be described as the first statesman to break the mould of British politics.

It is a suitable background to the present political struggle in this heartland of the Labour-dominated North East, where the Social Democrat-Liberal Alliance is facing its first big test in the elections for the city council on May 6.

The Alliance is making no dramatic claims about sweeping Labour from office on Newcastle City Council, nor of replacing the Tories as the second largest party. The aim is to secure a modest number of seats—probably about 15—and hold the *balance of power.*

The mould cannot be shattered at one blow, but the *hope is that a nasty crack can* be made in it.

It seems a highly credible strategy: the make up of the council is Labour 41, Conservatives 29, Liberals 4 independents 2, Social Democrats 2. Labour need drop only three seats to lose it overall majority.

If the Alliance succeeds it will send a tremor through the North East, where the old-style Labour Party has dominated *most local and national seats* for generations.

It will also have a powerful *symbolic significance* for the SDP. This was one of the areas where the groundswell against *the two-party dominance started* a year ago, when Mr Mike Thomas (Newcastle East) and *Mr John Horam,* just across the Tyne in Gateshead West, quit the Labour Party and threw in *their lot with the SDP.*

On the surface Newcastle should be a fertile area for the SDP. *There has been a rundown* of the old manufacturing industries such as heavy *engineering and shipbuilding,* and a growth in service industries.

Newcastle is the financial and commercial centre of the North East, and there are 6,000 *students in residence* at the university. All of this has eroded the old working class *population where people automatically voted Labour in the* footsteps of their parents and *grandparents.*

The Alliance can attack the Government over the high unemployment in the city—18.9 per cent in March—and can also blame *Labour for the steep* local rates, at 230p in the pound the highest outside London.

But things are not quite that simple. There has been considerable public and private invest-*ment in the area, and despite* the grim unemployment the city still has an air of prosperity. A large Metro system has just been opened, there is a big new Eldon Square shopping precinct a new enterprise zone provided by the Government, and the huge Department of Health and Social Security Services centre which created many jobs.

Most importantly, and para-*doxically for the SDP,* the local Labour Party is still dominated by the moderate Old Guard, *although the* Militant Tendency and the Bennite Labour Co-ordinating Committee are *beginning to make* significant inroads.

This means it will be difficult for SDP candidates to play the moderate card against Labour opponents who, in many respects, are not so different from themselves.

The Alliance believes it will take seats equally from the major parties. But it seems more likely that it will gain more from the Tory vote, where the Liberals have already made deep inroads.

The Newcastle SDP has maintained a good momentum over the past year. Membership in the city is 500 and new recruits are coming in at the rate of 20 a month.

Yet so far it has not made *a significant dent in the Labour* organisation. SDP officials admit that there have been only "small and limited" defections from Labour. So far only 36 paid-up members of the local Labour Party have joined the SDP.

A survey of 300 local SDP members showed that 22 per cent had previously belonged to a political party. Of these 62 per cent had been Labour members, 20 per cent Conservative and 11 per cent Liberal.

Of the 500 members, 46 per cent had voted Labour, 24 per cent Conservative and 23 per cent Liberal.

Recent canvassing in two polling districts where the Conservatives previously had a majority of the votes showed that 30 per cent intended to vote SDP in the local elections, 23 per cent Conservative, 13 per cent Labour, with an ominously large 33 per cent undecided.

Despite massive publicity some voters are still hazy about what the Social Democrats stand for.

One academic who was can-*vassing for the SDP in a work*ing class area of the city was alarmed to hear a man shout to *his* wife: "Don't have anything to do with that lot—they're the Militants."

Only a third of the 78 Newcastle city seats are up for election this year, and the Alliance is fighting all 26 on a straight share of 13 Liberal, 13 SDP.

Mr Allan Buckwell, secretary of Newcastle SDP, is under no illusions about the difficulty of the task.

The Alliance, he says, is following a three-year strategy towards control of the council.

"Even if we do really well the best results we can hope for is *to have the balance of power* this time," says Mr Buckwell. "I don't think Newcastle is ripe *for great dramatic changes* at the moment."

Officially both major parties *are treating these Johnny come* latelies with disdain, but beneath the surface there is a *great deal of trepidation.*

At the Conservative Party offices Mrs Joan Reeve, the *party's organiser for the North* East, is dubious about the im-*petus behind the Alliance,* and says Tory loyalty is being maintained and there has even been a considerable *increase in local* membership over the past year.

"Steam has a habit of running out," she says of the SDP.

Nevertheless, the Tories are taking the threat seriously enough to display posters in an attempt to undermine the credibility of the new party.

Under the heading "In their own words" they quote Mrs Shirley Williams saying: "We believe that a centre party *would have no roots, no principles,* no philosophy and no values."

Councillor Jeremy Beecham, Labour Leader on the City Council, also plays down the *SDP threat. He says the local* manifesto of the Social Democrats should be awarded the *Nobel Prize for vacuity.*

Councillor Beecham is the embodiment of the difficulties *the SDP faces* in attacking the local Labour Party. A quietly spoken 37-year-old solicitor, he *is the very personification* of the moderate image.

At the same time, there are *signs* that the power of the left is steadily growing in the local party. Candidates associated *with the Militant Tendency and* the Labour Co-ordinating Committee (LCC) are standing for *five wards* and the secretary of the local LCC was recently selected as parliamentary candi-*date for Newcastle North.*

There is a familiar ring to the statements coming from the *left. One of their candidates, Mr Jeff Price,* says he does not see himself on the council as a member of Militant but "as part of the general struggle for a more radical position."

The result of the local elections will be a crucial indicator of whether the Alliance in the North East can carry forward its momentum in the next general election.

There are four parliamentary constituencies in the City. In Newcastle Central Mr Harry Cowans, a Labour moderate, has a solid majority of 7,413, and in Newcastle West another moderate, Mr Robert Brown, a former Labour junior minister, has a majority of 11,236. The Conservatives have a toe-hold with Sir William Elliott, holding Newcastle North by a slender 1,711.

Mr Thomas holds Newcastle *East for the SDP* with a majority of 6,170 and is a popular local figure. Just out-*side the city boundary* Mr John Horam has Gateshead West with an 8,312 majority.

The entire parliamentary political situation has been thrown into the melting pot, however, by radical changes proposed by the Boundary Commission. Objections against these are now being considered.

Mr Thomas hopes to fight his seat next time, but his *decision will depend* on the final boundary changes. Mr Horam is in a more difficult position because *it is proposed* that his constituency should be abolished and replaced by one straddling the Tyne.

Whatever the outcome the SDP believes the Alliance can win at least two seats in the city at the next general election.

One is constantly told by local people that the Labour Party in the North East has become ossified and *undemocratic,* and that the seemingly monolithic façade conceals a hollow interior.

When roadworks were carried out recently it was discovered *that the foundations under the* massive colonnade which fronts the city's railway station were *almost non-existent,* and a shoring-up operation had to be mounted.

A moral here perhaps for the local Labour hierarchy?

BRIDGE OF SIGHS? City MPs await the local polls as a pointer to their futures. Left to right: Mike Thomas (SDP Newcastle East), Harry Cowans (Labour Newcastle Central) and Sir William Elliott (Conservative Newcastle North)

This article is the first in a series by FT writers assessing the mood of the country in the run up to the council elections on May 6. Next, Manchester.

British Rail proposes to cut 5,000 jobs

By David Goodhart, Labour Staff

BRITISH RAIL yesterday announced proposals to slim its repair and maintenance sectors with the loss of more than 5,000 jobs in the next year.

The proposals — presented to the unions at an informal committee meeting of the Railway Shopman's National Council—would mean the closure of the works in Norwich, Lancs and Shildon, Co Durham, and halving the workforce at Swindon.

Mr Sidney Hoggart, BR deputy industrial relations director, told the unions no decision had yet been made on the redundancies. However, a work allocation study had shown that 5,000 jobs were surplus.

Mr David Rees, a National Union of Railwaymen executive member, said his union has a policy of fighting all compulsory redundancies, with strike action if necessary. The Confederation of Shipbuilding and Engineering Unions' will be meeting on May 5 to work out a response.

Mr Hoggart said that even with more government investment the jobs would still go because of new technology. The slimming down would cut British Rail engineering's (BREL) overheads from £100m to £18m, he said.

The redundancies would be spread across most of BREL's 12 workshops. Some 2,185 of these would come at Shildon which faces total closure by April 1983. Horwich, which would also close by April 1983, would lose 1,381 jobs and faces total closure apart from the foundry. Swindon is due to lose 1,200 jobs by December 1983, and Derby Loco 360.

Mr Hoggart warned that further recession could mean even more job losses for BREL's 50,000 workers.

The main reasons for the cut backs—apart from the general effects of the recession—are: a smaller fleet of locos, especially in freight, being more efficiently used; tight financial control by Government and difficulties of obtaining export orders.

Some jobs may however be saved following two recent orders for railway coaches worth about £50m.

Union faces split on new technology

BY PHILIP BASSETT, LABOUR CORRESPONDENT

FIERCE internal conflict between manual and white-collar sections of the engineering workers union is emerging over the crucial issue of control of new technology in the engineering industry.

Conflict about computer-controlled machine tools is adding to the wide differences between the moderate dominated Engineering Section (ES) of the Amalgamated Union of Engineering Workers and the Communist - led Technical, Administrative and Supervisory Staffs section (Tass).

Disagreement between the two over closer working relationships is currently the subject of court action over further AUEW amalgamation, and the divisions have been exacerbated by Tass setting up an internal section for manual workers.

This follows a transfer of membership to Tass from the 1,600-strong National Union of Gold, Silver and Allied Trades. This has already caused problems, particularly in Birmingham and the Hatton Garden area of London where most goldsmiths and silversmiths work. The transfer is likely to increase the possibility that the Sheet Mtealworkes' Union will seek a merger with Tass to give itself a white collar base.

Mr George Guy, general secretary of the Sheet Metalworkers' Union, wrote in the most recent issue of his journal that, because craft workers will tend to seek technician status, "the need is for craft unions and technician unions to find common forms of organisation."

The policy making national committee of the Engineering Section is meeting in Eastbourne this week. Mr Terry Duffy, its president, has his aspirations throughout the indutry.

"Our union can cater for and give service to any of our members who accept change, whether it be staff, technicians, supervisory or managerial," he said.

"We must dissuade our members from changing their union when they change their job within manufacturing industry."

The specific issue at the heart of the current conflict between the two sections is over the introduction of numerically controlled (NC) and computer numerically contrelled (CNC) machine tool equipmnet.

The national committee decided yesterday to investigate Tass's activities surrounding new technology and to urge full support for any local committees which take action to oppose Tass.

ES leaders made it clear they were fighting Tass wherever equipment was being introduced. They claimed successes at Plessey and Ferranti, where negotiating rights have already been won. Tass have won similar rights at Lucas Engineering.

Managers fully back labour law reforms

By Our Labour Editor

BRITISH MANAGERS appear solid in their support for the employment legislation — though many believe they will not need it and there are some fears about its consequences.

Mr Roy Close, the British Institute of Management's director general, told the BIM's Barnsley branch dinner last night that the main features of the Bill provided protection for companies against the abuse of power and for the individual from abuses under closed shop arrangements.

However, he said that managers did not expect to have to resort to the law, because he believed that good industrial relations would come about more effectively by increased consultation and participation.

"We know that more stable industrial relations in the long run depend on the direct relationships between management and employees and the development of voluntary participative procedures at the place of work."

A survey of more than 200 chief executives has shown strong support for most measures in the Bill—though there remains some uncertainty about the desirability of disciplining union officials.

The survey in the magazine Chief Executive, shows that support for measures to curb the closed show has grown sharply over the past few years. Only 18 per cent of respondents believed that it was "unrealistic" to attempt to disrupt it, compared with 52 per cent in 1977.

Top civil servants face Tebbit Bill row

BY JOHN LLOYD, LABOUR EDITOR

THE EXECUTIVE of the First Division Association, which represents Britain's senior civil servants, will face a barrage of criticism from its members over its qualified support for the TUC's campaign against the employment legisltion.

An emergency motions from the executive to the FDA's conference in London next month expresses support for their stance. It is sure to come under heavy fire, especilly from representatives of the Government lawyers who are traditionally hostile to the union's involvement with political matters.

Union officials believe there is a slim possibility of defeat on the stance against the Bill moved by Mr Norman Tebbit, Employment Secretary.

Other motions on theagenda criticise the Government for not making resources available to catch tax evaders and for cuts in civil service manpower.

A motion from a branch of the association's powerful tax inspectors' section condemns the emphasis the Government has placed on attacking alleged social security abuses while refusing to make additional resources available for work on tax evasion and avoidance.

The FDA's energy - department branch sarcastically asks the executive to draw the Government's attention to the fact that the Government has made no attempt to reduce the number of ministers in line with staff reduction

That motion seeks to draw public attention to the unequal effects of cutbacks on ministers and civil servants."

Senior civil servants appear to have changed their views on political activity.

Hoover lays off another 690 at Scots plant

By Mark Webster

A FURTHER 690 workers were laid off yesterday at Hoover's plant near Glasgow where a continuing strike by electricians threatens to disrupt the company's investment plans.

The company, which is rationalising its factories, says the strike by 27 electricians at the Cambuslang plant has forced a rethink on a £7m project to manufacture a model of vacuum cleaner there.

The latest lay-offs mean that 820 men belonging to the Amalgamated Union of Engineering Workers are idle without pay. The company said there will be more lay-offs next week if an agreement with the electricians is not reached.

Mr Eddie McAvoy, AUEW works convenor, said the management had escalated the strike to close the factory and reopen it under new terms of employment. His union was pressurising both management and the electricians to negotiate.

Hoover said that in more than 30 meetings with the unions no progress had been made on the pay issue. Nor had the company received assurances it wants on work practices flexibility.

College of Nursing to ballot members on 6.4% pay offer

BY JOHN LLOYD, LABOUR EDITOR

THE Royal College of Nursing is to take the unprecedented step of balloting all its 195,000 members on the Government's 6.4 per cent pay offer.

Dame Catherine Hall, RCN's general secretary, has warned of the "depth of feeling" among nurses on the offer. The college's committee on industrial relations yesterday reaffirmed its view that the offer is inadequate. The nurses have demanded 12 per cent.

The ballot, which will cost between £40,000 and £50,000 to arrange, will not include a recommendation from the RCN executive, but Dame Catherine said that the college "had made its disapproval of the offer fairly clear."

Rejection of the offer could not result in industrial action because RCN rules prohibit it. Dame Catherine said the nurses would, as in the past, seek to gain public support.

The issue of industrial action will be debated at the college's annual conference in Harrogate next week when the executive will face calls for the amendment or deletion of the clause in the rules which prohibits action.

A successful move against the rule would require a further ballot of the membership for a change to be effected.

The union side of the Whitley Council, in which the negotiations take place, meets today to discuss the position of the various unions.

The Conferedation of Health Service Employees (Cohse) is to begin boycotting non-emergency work from Monday and the National Union of Public Employees (Nupe), which has most of the ancillary workers in the health service, is to make a decision on industrial action on May 7.

Miss Val Cowie, the RCN's director of industrial relations, said yesterday that the college's mebers would be told not to do work normally done by Cohse members unless sanctions were endangering a patient's health.

● A call for nurses' pay to be linked directly with police pay is on the preliminary conference agenda of the 230,000-strong Confederation of Health Service Employees, *writes David Goodhart.*

The motion says that in the 1983 py negotiations a nursing ssistant should receive the same s a first-year police constable. A campign for pay parity with the police should be launched if the move is rejected.

Miners press for end to tripartite talks

BY IVO DAWNAY IN PERTH

LEFT-WING unions will continue to urge the TUC to withdraw from the National Economic Development Council despite a special TUC conference decision not to break off talks with the Government as part of its campaign against the Employment Bill.

Mr Mick McGahey, president of the Scottish area of the National Union of Mineworkers (NUM), told the Scottish TUC conference in Perth yesterday that the miners, together with other left-wing unions, would continue to press the TUC leaders on the issue. But in certain cases, union representation on national tripartite bodies was in the interests of workers, he added.

Earlier this week, the Scottish miners accepted a request from the STUC general council to withdraw a call to boycott tripartite bodies.

Speaking on a motion pledging vigorous opposition to the Employment Bill yesterday, Mr McGahey told delegates that the decision had been taken to ensure unanimous support for the TUC's campaign against the Bill which would inhibit closed shop agreements and curtail union immunities.

He added that the unions must adopt "widespread agitation and aggressive action" to defeat the Bill. Directing his comments to the National Coal Board, he warned that any attempt to employ non-union labour in the mining industry would provoke a total stoppage of all NUM members.

"I am not seeking the cooperation of the NCB in this," he said. "We are telling the NCB that, if it brings in non-unionists we will not be there to discuss it."

Mr Larry Smith, executive officer of the Transport and General Workers Union, told the congress that it was prepared to provide substantial funds to back the TUC campaign. He warned that the union would not allow funds to be spent on paying fines of unionists prosecuted under the legislation.

"It may be better for us to go to jail," he said.

Several other speakers urged the congress to ensure that the dangers of the Bill are made clear to members in offies and factories around the country.

Mr Willie Garvie, an official of the Union of Shop, Distributive and Allied Workers, told the delegates: "The anti-union legislation will not be defeated by passing resolutions at union conferences. It will only be defeated by convincing our members at shop-floor level."

Tax staff union urged to seek links with Labour

BY OUR LABOUR CORRESPONDENT

FURTHER SIGNS of pressure on some non-political unions for closer links with the Labour Party are shown in resolutions to be considered by the tax staffs' union.

A proposal from the Inland Revenue Staff Federation's Stoke branch suggests that "the IRSF can no longer afford to stand aside from politics and that the political role of the IRSF and especially affiliation to the Labour Party should be fully discussed."

It hopes to present this for debate at the union's annual conference in Peebles next month.

The Civil and Public Services Association, the largest Civil Service union, will also consider motions on Labour Party affiliation on its agenda. A ballot on the issue is being held in the National and Local Government Offices Association, the largest union outside the ranks of the party.

The Nalgo ballot is expected to reject affiliation and the moves in the CPSA and in the IRSF Staff Federation are also unlikely to succeed.

But, they indicate continued pressure for closer political links from unions which have been involved in recent strikes against politically aligned employers in central and local government.

The IRSF Stoke branch wants the union to circulate a recommendation on affiliation to the Labour Party in time for a full debate by next year's annual conference.

The effect of last year's 21-week strikes in the Civil Service over pay in which the IRSF played perhaps the most prominent part, is also reflected in other motions.

One calls for the local network of Council of Civil Service Unions committees which ran the strike at local level to be set up on a permanent basis.

Clear dissatisfaction with the CCSU leadership during the strike is also expressed in motions of no confidence in Mr Bill Kendall, the secretary general.

Other motions reject the idea of a no-strike agreement; seek amalgamation with other civil service unions.

THE PROPERTY MARKET

BY MICHAEL CASSELL

Development doubts fail to deter new schemes

ALTHOUGH there are signs that the distinctly less buoyant outlook for commercial property is provoking a much more cautious approach towards development, a batch of new schemes announced this week confirm that the development industry is still very much in business.

There is now, however, some evidence of resistance to further funding of development projects on the part of the institutions and selectivity has become an even more important element in their considerations.

It is already apparent that some property companies are under development-inspired financial pressures and while there do not yet appear to have been any enforced sales, some of those who have expanded their development activity for trading must now have grounds for concern, particularly if variable rate financing has been involved.

As brokers Hoare Govett recently pointed out, in those cases where trading projects have been internally financed the profit and loss account is now taking the strain but where programmes and commitments have been increased in expectation of sales of earlier completions, the need for refinancing could become pressing.

Hoare Govett suggested that an increasing number of institutional developers are also probably beginning to feel the recessionary strain on their development projects, especially in the industrial market.

Although institutions finding themselves with such problems will tend to lick their wounds in private, the experience could have a decided impact on their willingness to commit new funds to property in 1982. As a result, both property investment and development should be an even more considered affair in the months ahead, with the prospect of the "weight of money" factor becoming much less decisive.

Short list

This week brought news of schemes involving property company as well as institutional finance. Having held their breath since being put on a shortlist of four, Heron Property Corporation has emerged as the successful development partner for the Walthamstow shopping centre in east London.

The scheme, on which work will begin in 1983, comprises 254,000 sq ft of shopping and includes three stores and about 50 shop units. There will be parking facilities for over 1,000 vehicles and 43,000 sq ft of offices in a plan which allows for further office development of 137,000 sq ft.

Apart from Heron, proposals for the 8¼ acre site — predominantly council-owned and lying between the High Street and Selbourne Road—were put in by Town and City, French Kier Property Investments and Canadian Dutch Properties, the Cemp-Wereldhave joint operation.

John English, the Heron director responsible for Walthamstow, says that the company has no current plans to seek outside funds for the scheme, which is likely to cost in excess of £20m to develop. The borough of Waltham Forest is being advised by Hillier Parker while Edward Erdman and Allsop have advised Heron throughout. The centre should be trading by 1986 at the latest.

In another shopping centre project, Norwich Union is seeking planning permission to develop a 140,000 sq ft complex at Walsall in the West Midlands. The scheme will cost £15m and is the fourth major shopping centre project announced so far this year by the insurance group.

The development is situated between the proposed new bus station for Walsall and the Saddlers Centre.

Compulsory

Norwich Union will carry out the scheme in partnership with Walsall Metropolitan Borough Council. The local authority is understood to be ready to use its compulsory purchase powers to assemble the necessary land. The council already owns around one-seventh of the site.

The scheme will include an 80,000 sq ft department store, to be occupied by Owen Owen, and a further 40,000 sq ft store is also planned. There will also be 10 smaller shops located around a covered shopping mall and square. Car parking will be provided for up to 300 vehicles.

Norwich Union said that the development would meet "an urgent need for a first class department store and additional shop units in Walsall." The centre following site assembly, is expected to take about two years to build. Letting agents are Conrad Ritblat. Edward Erdman is advising the local authority.

Fleming Property Trust this week revealed that Macwall Estates, a joint development company involving London and Edinburgh Investment Trust and Tarmac Construction is to develop its £15m office and industrial scheme on the Reckitt and Colman site at the Hogarth roundabout, Chiswick, West London.

Work on the project is now starting and will entail the development of 117,000 sq ft gross of office space in two buildings. Reckett and Colman will be taking 55,000 sq ft and the second 62,000 sq ft building will be available for letting on completion in early 1984. The remainder of the 6½-acre site will house a range of industrial and warehousing space. Knight Frank and Rutley, Clive Lewis and Sturgis are letting agents.

Miller Bukley Developments is to carry out a £5m office scheme at Horley, near Gatwick Airport. The site was acquired from British and Commonwealth Shipping and, following a planning appeal, the company has won permission for a 35,000 sq ft scheme likely to cost about £5m.

Keith Hainsworth, Miller Buckley's managing director, says that, in a rare planning decision, the development has been given the go-ahead, free from the customary Surrey or other local user restrictions.

An intensive pre-let campaign for the building, to be known as St George's House, will begin today (St George's day) through Knight Frank and Rutley and Vernon Smith. A tenant paying more than £11 a sq ft is confidently expected to emerge before completion towards the end of next year.

"It is very rare to get a building in this location which anyone is free to occupy and it is going on the market immediately in the hope of getting an early pre-let," Mr Hainsworth added. The building, to be funded from internal resources, may be retained in the company's investment portfolio, though a sale would clearly be considered.

At the other end of the country, Cussins Property has won detailed planning consent for the reconstruction and refurbishment of its freehold Handyside arcade in Newcastle-upon-Tyne.

Cussins, which this week reported pre-tax profits for 1981 up from £454,000 to £1.25m, says the project will involve the reconstruction of the two-storey arcade to provide 36 shop units comprising 40,000 sq ft. On completion, the scheme will have an investment value of about £5m. Cussins recently won planning consent for a £3m shopping development — involving two main stores and 18 shop units — in the centre of South Shields.

Trafalgar sells City offices

TRAFALGAR HOUSE has sold 80 Cannon Stret, the ten-storey City Office building which it developed in 1976 and retained in its investment portfolio.

It is understood that, after a brief search for a buyer, Debenham Tewson and Chinnocks have found a willing taker for the building which is fully let at rents running from around £13.30 a sq ft to about £26 a sq ft.

None of the parties involved were yesterday prepared to disclose any details of the transaction, although Trafalgar House said an announcement would be made soon.

At the end of 1981, Trafalgar House bought in the remaining lease on a single, 4,700 sq ft floor of the building for a six-figure premium and let it out to the Thai Farmers Bank at a rent of around £26 a sq ft, about twice the rent payable by the vacating tenant.

The deal was particularly significant in view of the fact that reviews for all the remaining tenants were just around the corner and the new rental would prove an invaluable negotiating asset to Trafalgar House. But now the group has decided to dispense with what can only be described as a very highly reversionary investment and the proceeds are likely to go towards funding other Trafalgar House property developments.

● The government has abandoned plans to seek finance from Pearl Assurance for its new international conference centre off Parliament Square.

Detailed terms for the financing had been negotiated with the Pearl but Mr Michael Heseltine, Secretary for the Environment, has disclosed in a written parliamentary answer that ministers have now decided to finance the construction of the "very specialised building" from public funds.

Last July, the government said it had decided to accept the Pearl's offer to finance the project—which included a 125-year lease from the insurance group—subject to reaching agreement on the details.

Mr. Heseltine's latest statement emphasises that the two parties had not disagreed over the funding terms but that the centre would be more appropriately financed from public funds. It is understood that a Treasury veto on the plan might have led to the change of heart.

Plans for the conference centre were unveiled a year ago and work on it is now under way. The complex should be completed by the summer of 1986. It will be used for major summit meetings and government conferences and will stand on a corner site at Storey's Gate and Broad Sanctuary.

Under the original proposals, the Pearl was expected to provide £32m of the £36m development cost, the balance coming from the government.

● The amount of space let, sold or under offer in the EC and WC postal districts of London (embracing the City and Holborn) rose for the second month running in March, according to Debenham Tewson & Chinnocks. The agents say a total of 360,000 sq ft of floorspace was taken up during the month against 293,000 sq ft in February.

At the same time, however, the volume of space becoming available was higher than for the two previous months combined, at 718,000 sq ft. The end result was an increase in total office floorspace available to 3.62m sq ft from 3.25m sq ft in February.

● Wilson (Connolly) Properties has paid about £800,000 for a freehold site at 30-38 King Street, Maidenhead which has consent for the construction of 3,500 sq ft of shops and 7,500 sq ft of offices, plus some residential space. Development will begin next month. Lambert Smith and A. C. Frost acted for the vendors.

● Wheatsheaf Investments, a wholly owned subsidiary of the Grosvenor Estate, has started work on an office-residential scheme at Holbein Place, London, SW1. The development, within yards of Sloane Square, will provide 21,475 sq ft of offices and 15 apartments. The scheme is scheduled for completion towards the middle of next year.

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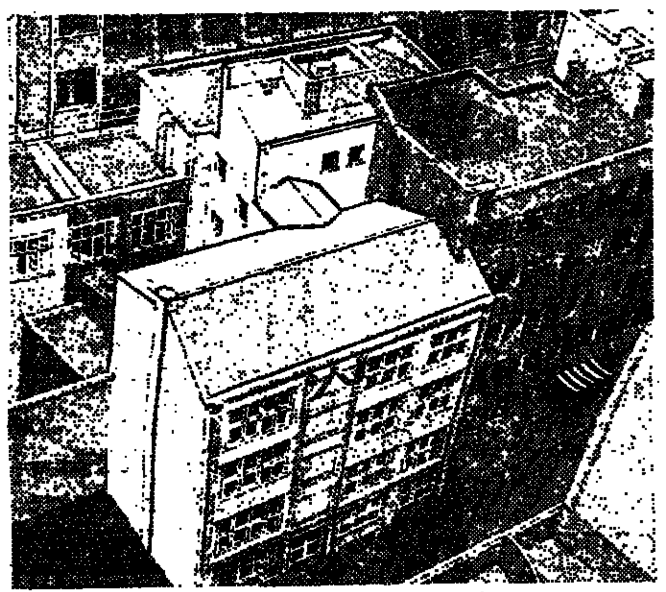

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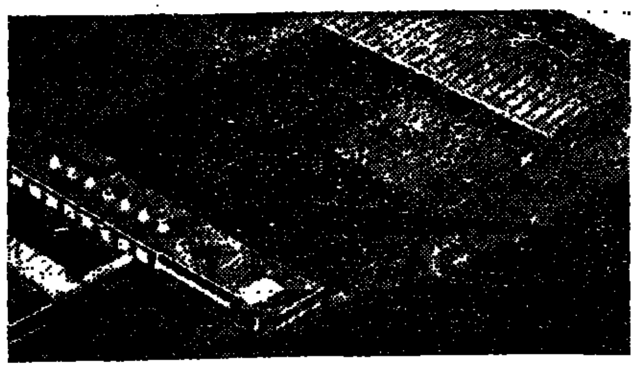

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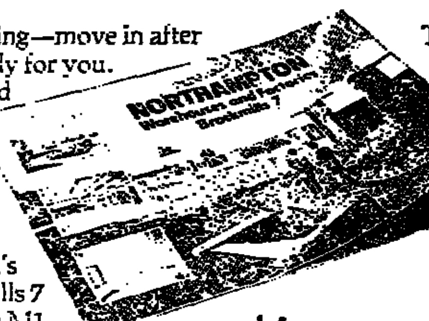

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TECHNOLOGY

EDITED BY ALAN CANE

Beating the explosion hazards

BY DAVID FISHLOCK, SCIENCE EDITOR

THEY SAY one of the most frightening experiences for man is to be inside a battle tank which is penetrated by an armour-piercing round. The protection in which you had so much faith has suddenly evaporated.

But the first problem is not psychological shock but the risk of a fireball right inside the crew bay from piercing a fuel tank or hydraulic line. Graviner's scientists undertake to suppress an incipient fireball within about one-tenth of a second—quicker than you can blink.

Graviner is a high-technology company of about 500 people which has nearly 50 years' experience of pyrotechnics. Its business is both making and breaking explosions. The interplay between two apparently conflicting technologies is "quite surprising," finds Mr John Hope, managing director of the safety and protection division of Wilkinson Sword group, of which Graviner is part. The group, now U.S.-owned by Allegheny Industries, has begun to feed U.S. experience, especially of aerospace explosion hazards, into Graviner's laboratories near Slough.

Triggered

Medical science suggests that the crew will be maimed if a fireball in the crew bay doubles the normal pressure for more than 400 millisec. (0.4 second). But they can be killed even quicker by its heat—within 200 millisec. If that were not enough, carbon monoxide generated by the fireball would paralyse anyone taking a single breath.

Graviner set their target for tanks at 100 millisec. for total suppression of any fire. This meant detecting the fire within 2-3 millisec. verifying that it was no false alarm perhaps triggered by a flash from the surrounding battlefield, and releasing a chemical to quench the fireball.

Hope claims his scientists can do all this for less than 0.5 per cent of the cost of the tank, so that it will survive a direct hit from the latest shaped-charge (HEAT) rounds used to pierce armour. Graviner has already convinced the German defence ministry — its technology is being fitted to the Leopard II battle tank.

It consists of an infra-red detector tuned electronically to discriminate between a hydrocarbon flame and false signals. It does not react, for example, to the brilliant white flash of vaporising aluminium as a round pierces the armour, but only to the first sign of a subsequent explosion. When it does react, it releases electrically a liquid fluorcarbon compound called Halon 1301, stored in high-pressure bottles, whose contents are fully discharged in 75-80 millisec, to chill the fire.

Mislead

The entire sequence takes place so fast that the crew are quite oblivious of having survived an explosion, Graviner scientists claim. To demonstrate their point, they have simulated and suppressed more than 100 fireballs in armoured fighting vehicles.

They also research the characteristics of fires and explosions, for another side of their business is military pyrotechnics to illuminate, obscure, or mislead in battle. "We're trying to put some science into the bucket chemistry of pyrotechnics." one scientist says. For example, a scanning electron microscope used to examine the particles of coloured smokes used to obscure activities on the battlefield has led to ways of making smokes denser.

Work for the Ministry of Defence on infrared decoys to deflect heat-seeking enemy missiles away from their targets has led to new infrared detectors for fireballs.

John Hope, an engineer, headhunted by Wilkinson Sword in 1980, believes he has uncovered a treasure chest of unexploited technology with "enormous potential" in major industrial hazards such as the mining, oil-drilling and chemical processing industries. In a recent reorganisation into three main business sectors—aerospace, vehicles and marine (including industrial uses)—he is keeping the latter sector under his own wing.

Applications

This is the least developed of the three sectors at present. "But I'm convinced we're going to have exponential take-off." Already he has pulled Graviner out of low-technology types of fire protection, to focus on low-volume, high-technology applications.

His aim is to use Graviner's understanding of fire to analyse the fire potential of an industrial situation and put reliable figures to the risk. "Fighting fire with fire," one scientist calls it.

One major fire project for which Graviner has done both the system engineering and the installation is ICI's bio-technology process for making single-cell protein (Pruteen) from methanol at Billingham. Early on in the project ICI abandoned the idea of using methane as feedstock, because of the cost of containing the fire hazard. But the dried, granular bacterial protein presents a different hazard—dust explosion. No fewer than 11 protection systems are used to safeguard the Pruteen plant, each protecting a self-contained "compartment" of the plant, much as the system safeguards a tank crew bay against the hazards of fireballs.

The biggest installation of this kind Graviner has been invited to do followed an explosion at a factory in Belgium. Plastic dust was the hazard. The protection subsequently installed involved 27 separate systems, worth about £1m in equipment.

Cost

John Hope believes that in coal mines and grain silos alone he has a vast, unexploited international market provided Graviner can reduce the cost of its military technology to levels industry will pay.

Mr John Hope, managing director of Wilkinson Sword Safety and Protection Group with a Chieftain tank in the background. More than 35,000 vehicles are now fitted with Graviner fire detection and suppression systems and the company has been chosen to supply crew bay protection systems for the West German Leopard II tank and a new range of U.S. armoured vehicles.

Chipping Sodbury Slimline spins its way to an award

BY ALAN CANE

THEY SPIN sewage and drainage pipes out of concrete and glass fibre down in Chipping Sodbury. So successfully, in fact, that their efforts have been rewarded this year with a Queen's Award for Technological Innovation.

"They" are the Slimline division of Amey Roadstone Corporation (ARC) Concrete. Slimline is the name of their product, low-pressure pipes made by a technique which turns conventional pipespinning on its head and which is already opening up new markets in Japan and the U.S.

Conventionally, low-pressure concrete sewage pipes are constructed around a prefabricated steel cage.

The cage is spun and a concrete slurry fed into the mould, centrifugal force contributing to proper formation of the pipe shell.

ARC reasoned back in 1971 that glass fibre could be added to the concrete slurry to provide a composite pipe of equivalent strength to those reinforced with steel.

Six years later, it had a product ready for market and even with the depressed state of the construction industry, the Slimline division is turning out 8.5-9,000 tonnes of this new technology pipe a year.

The advantages of the new pipe, made in sizes up to 4 ft in diameter, are both obvious and subtle. There is a great saving in steel, and in steel fabrication.

Less than 1 per cent of the finished pipe is glass fibre which, in any case, is relatively cheap.

The new pipe is lighter and slimmer; rather than the cumbersome bell-section ends used on steel reinforced pipes. Slimline pipes need only a simple male/female connection with a rubber seal.

The pipe is better balanced because there is no heavy bell section, so laying is simpler.

ARC's technological breakthrough was the development of a way of feeding the grass-fibre strands into the pipe mould with the concrete slurry.

The pipe structure is complicated; on the inside there is pure smooth concrete; then there is a thick layer of concrete and fibre, a layer of pure concrete and finally a thin layer of concrete and fibre.

Manufacturing flexibility is improved — if the building trade decides it wants pipes of a new diameter, all the manufacturer has to do is programme the spinning machine and dial in the new concrete/fibre mix.

Japan is showing great interest. The ARC technology could earn as much as £100m in licensing fees in the next 15 years according to the company. (See this page, January 26, this year.)

Israeli intruder detection

MADE BY Electronic Security Systems of Israel and available in the UK from affiliate company Elbit Data Systems, Slough, (0753 26713) is an intruder alarm system that listens for the sounds made by intruders and automatically tells a remote location if trouble is detected.

ESS President, Ilan Harran, who invented the system following experience in electronic warfare systems, claims that his equipment, while not entirely error proof, can distinguish well between wanted and unwanted sounds.

A digital processor is used that can isolate repetitive sound patterns (talking, drilling, opening and shutting drawers, flicking through papers). But the system will not respond to sounds that happen only once, says Harran.

Satisfied that it has detected an intruder, the system will then dial up one or more 'phone numbers. When the called party picks up his 'phone he will immediately hear what is going on in the protected area. Similarly, the microphones can be "called" from a remote phone if say, a shopkeeper, is told that something suspicious is going on.

The system can be supplied for large or small premises and has been successfully installed in 200 branches of Leumi Bank in Israel.

GEOFFREY CHARLISH

CASE launches modem

COMPUTER and Systems Engineering (Case) has launched a new modem featuring error correction, autodial and autoanswer.

According to Case, the device, the 440/12 guarantees the user error free data even using cheap terminals.

Modems are electronic translators which convert digital signals from computer equipment to the kind of analogue signals which can be transmitted along telephone lines — and vice versa. They are basic to the construction of data networks.

The autodial feature operates through a PABX or direct exchange line and provides a three character message indicating the result of the dial attempt.

Case is on 09237 76699. BT approval pending. It will cost £650.

Hob forming machine

A PRECISION hob forming machine designated the Model 250 has been introduced by Norton Machine Tools. It will sharpen hobs from 50 mm to 250 mm diameter having helix angles up to 10 deg, and flute leads from 1,500 mm to infinity.

The company is at Norton House, West End Road, High Wycombe (0494 26222).

TV monitors for M25 control

BY EARLY 1984, a 13 km section of the M25 motorway between the A10 near Cheshunt and the Theydon interchange with the M11 in Essex will be equipped with 42 television cameras linked to a control centre at Chigwell.

The scheme is the subject of a contract worth £1.6m placed with Telefusion by the Department of Transport. Some 20 km of optical fibre cabling, carrying the picture signals, will be laid.

On 16 monitors at Chigwell the Metropolitan Police will be able to monitor the traffic flow, detecting hazards such as breakdowns and accidents and operating motorway hazard signals at the earliest possible moment.

Via local microprocessors, the cameras will be able to perform scanning routines and zoom in on to the lanes. The system is also able to inspect itself and record faults at the control centre.

Programs of bond issues

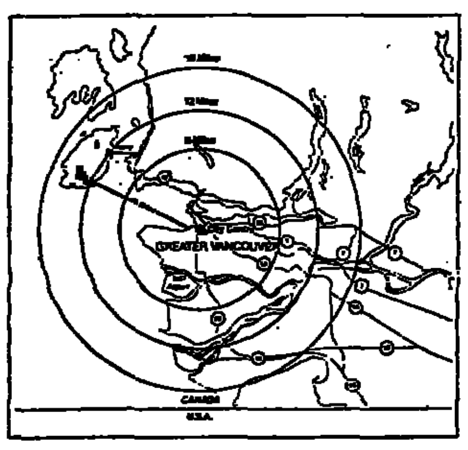
A NEW YORK consultancy, B. B. Nicholson, has launched a pricey but comprehensive suite of microcomputer programs which carry out the analysis necessary to structure municipal bond issues.

The entire suite costs more than US$10,000 and runs on the Apple II or IBM personal microcomputer the IBM device is not yet officially available in Europe).

The entire Munifinance systems includes Munidebt which calculates and solves for bond issue debt service; Munirefund which solves escrows and new issues for advanced refundings; Munibid, which calculates and solves parameters for bidding a new issue and Muniflow which manipulates and reports complex projected revenue expectations.

For more details, call Nicholson in New York 0101 (212) 889 7535.

INTERNATIONAL PROPERTY



INTERNATIONAL PROPERTY

FT COMMERCIAL LAW REPORTS

Contract valid despite exchange control breach

SA ANCIEN MAISON MARCEL BAUCHE v WOODHOUSE DRAKE & CAREY (SUGAR) LTD

Queen's Bench Division (Commercial Court): Mr Justice Parker: April 7 1982

A CONTRACT for sale of goods may be valid as between the parties even though the *manner of payment requested* by the seller is prohibited by exchange control legislation: and the seller, having been paid in full, cannot claim that because the manner of payment was unlawful, he is entitled to be paid again in a lawful manner.

Mr Justice Parker so held when dismissing a claim by SA Ancien Maison Marcel Bauche for FFr 3.39m being the price of goods sold and delivered to Woodhouse Drake and Carey (Sugar) Ltd.

* * *

Section 5 of the Exchange Control Act 1947 provides: "Except with the permission of the Treasury, no person shall . . . (b) make any payment to or for the credit of a person resident in the scheduled territories [ie, dominions, British protectorates, etc] by order or on behalf of a person resident outside the scheduled territories . . ."

Section 33(1) provides: "It shall be an implied condition in any contract, that, where . . . consent of the Treasury is . . . required for the performance of any term thereof, that term shall not be performed except in so far as . . . consent is given . . . Provided that this subsection shall not apply in so far as it is shown to be inconsistent with the intention of the parties that it should apply . . ."

*

HIS LORDSHIP said that Bauche, a French company, was owned by *the Bauche family. It* traded principally in physical sugar. It also dealt sometimes in futures through brokers. In 1972 it formed *Bauche-Terme to* handle the futures side of the business.

Bauche-Terme was owned 90 per cent by Bauche, and 10 per cent by Bauche's major shareholder, M Gerard Bauche. Though legally separate entities, Bauche and Bauch-Terme were very closely linked.

In 1976 a M Trapenard was appointed by Bauche to be in charge of its futures business. An account was opened on behalf of Bauche-Terme with Huttons, brokers on the London *commodities futures market.*

For some years prior to 1976 Bauche had regularly sold large quantities of sugar to Wood*house, an* English company. From 1976 on all the contracts were made on behalf of Bauche by M Trapenard.

Between November 1976 and June 1977, M Trapenard, on nine occasions, requested Woodhouse to make a sterling payment to Huttons, and to deduct the equivalent in francs from the amount of Bauche's next invoice for sugar.

Woodhouse made the payments and deductions as requested. They were confirmed by telex from Woodhouse to Bauche, and on some occasions Woodhouse specifically explained the deductions made when paying the invoices.

The payments to Huttons were made in order to satisfy margin calls made by them on the Bauche-Terme account in respect of operations in futures on the London market. They totalled £395,000.

Bauche claimed that M Trapenard had no authority to make requests for payment to Huttons, and that it knew nothing about those requests until July 1977. It said that the amount deducted *from the invoices was due to it* as the unpaid balance of the purchase price for sugar sold to Woodhouse.

On the evidence, his Lordship found that, although M Trapenard was not technically employed by Bauche-Terme, he had a general authority from Bauche to operate the Bauche-Terme account with Huttons on its behalf and to meet major calls by payment from Woodhouse to Huttons.

Bauche's remaining claim was that even if the payments were made with authority, and although they were applied in discharge of a debt incurred by M Trapenard with authority, it could still recover the full amount on the ground that each *payment involved a breach of* English and French exchange control legislation.

Under French law there was *breach of an obligation to* repatriate monies due from persons outside France. Bauche was aware of the breach, but there was no indication that Woodhouse understood that the payments might be contrary to French law.

The payments were also a breach of English law under section 5 of the Exchange Control Act 1947, in that they were made without the Treasury's consent to a person resident in the Scheduled Territories and were made by order of or on behalf of Bauche, which was resident *outside the Scheduled* Territories.

Mr Sumption, for Bauche, contended *inter alia* that there was *an original contract under which* the purchase price was to be paid to Bauche in francs, and that Woodhouse was seeking the *court's assistance to enforce* a subsequent illegal contract whereby Bauche would accept a sterling payment made in ad*vance of invoice to someone* else in England.

That contention was based on a false premise. The agreement was saved from illegality by section 33(1) of the Act. The evidence had not shown it to be inconsistent with the intention of the parties that the subsection should apply.

The true position was not that Woodhouse was seeking to enforce an illegal agreement, but that Bauche was seeking to enforce an agreement which had been superseded by another agreement. That latter agreement was legal. Woodhouse no doubt performed it in an illegal manner, but that was a different matter.

In *Shaw v Groom [1970] 2 QB 504* a landlord was permitted to recover rent from his tenant, although he had not provided her with a proper rent book and thereby had committed an offence. Applying the principles laid down in that case, the question must be: "Was it the intention of Parliament that a defendant should be precluded from *what would otherwise be a good* defence because the Act constituting the defence involved the inadvertent breach of section 5?"

It would be strange if it did, for it would enable a seller to recover again, notwithstanding that he had received payment in full. In the present case it would be even stranger, for Bauche was aware that a failure to remit the money to France was a breach of its own exchange control legislation.

In the case of a purchaser of goods who received them and paid for them in breach of the Act, *Parliament had provided* in section 26 and Schedule 5 respectively, that the Treasury might forfeit the goods, and that *the purchaser might* be imprisoned or fined.

It was clear that Parliament intended that breaches of the Act should attract only the civil and criminal penalties for which it provided, and it did not intend that a seller who had already received payment should be entitled to recover again. In the present case there was no direct payment to Bauche, but the payments to Huttons at Bauche's request constituted payment, so the case was no different.

Woodhouse was not precluded from setting up payment as a defence by reason of breach of English exchange control legislation, nor by Bauche's breach of French exchange control legislation.

The action must be dismissed.

For Bauche: Jonathan Sumption (Holman, Fenwick & Willan).

For Woodhouse: John Phillips QC and Paul Walker (Coward Chance).

By Rachel Davies
Barrister

RACING

BY DOMINIC WIGAN

FLAT and National Hunt racing resumes on the Esher course at Sandown this afternoon with a heavily sponsored programme that includes the Sunley Sandown Cup and the Gold Label Chase.

Although only six have accepted for the Sandown Cup, in which Galveston justified odds of 1-5 in 1981 with a victory over only two opponents, the race is an intriguing affair. It sees Piggott on Aperitivo, attempting to reverse recent form, against Carson's Kempton winner, Funny Spring.

Aperitivo, who raced to a four-lengths victory over Commonty here last June, will be all the better for his recent run in Kempton's Rosebery handicap in which his partner Steve Cauthen was not seen at his best. However, I prefer the chance of that race's winner, Funny Spring.

Some well-bred fillies will be going to the post for the Childwick Bury Stakes. Anyone intending a bet on this one will do well to watch the market closely before committing himself. Pat Eddery, who rode last year's heavily backed winner Home on the Range, is aboard Country Path's daughter Farm Lane. Others who appeal on the basis of their breeding and juvenile promise are Candy Castle, a bay filly by Habitat out of Jujube, and the Sangster filly, Sister Sassafras, a daughter of that good middle-distance mare, The Nun. Candy Castle, with the benefit of a previous outing under her belt, is probably the one to be given market support.

In the North, Boukayr is a confident choice to give the Aga Khan the winner in a two-mile maiden at Beverley.

SANDOWN

2.00—Another Sam
2.30—Ritual Dance
3.05—Funny Spring**
3.35—Reign
4.10—Candy Castle
4.45—News King
5.20—Prince Elo*

BEVERLEY

4.00—Boukayr***

TELEVISION

BBC 1

6.40-7.55 am Open University (Ultra High Frequency only). *12.30 pm News After Noon.* 1.00 Pebble Mill At One. 1.45 Heads and Tails. 2.00 Go With Noakes. 2.30 Encounters with Animals. 3.20 Pobol y cwm. 3.53 Regional News for England (except London). 3.55 Play School. 4.20 Undercover Elephant. †4.25 Make 'Em Laugh. 4.45 Newsround Extra. 4.45 Blue Peter Special Assignment. 5.35 Paddington.

5.40 News.
6.00 Regional News Magazines.
6.20 Nationwide.
6.50 Young Musician of the Year: The final of the string class.
7.30 Odd One Out with Paul Daniels.
8.00 The Enigma Files: Detective series starring Tom Adams.
8.50 Points of View with Barry Took.
9.00 News.
9.25 McClain's Law starring James Arness.
10.15 The Great West Road (London and South East only).
10.45 News Headlines.
10.50-12.45 am The late film: Plaza Suite starring Walter Matthau, Maureen Stapleton, Barbara Harris and Lee Grant.

Chris Dunkley: Tonight's Choice

It is astonishing to think that in the brief period between 1926 and 1932 Universal Pictures made the classic screen versions of "Phantom Of The Opera," "Dracula" and "Frankenstein," that Paramount made "Dr. Jekyll And Mr. Hyde" with Fredric March and that despite the scores of remakes, copies and rip-offs produced in the following half century not one of the four has ever been bettered. Tonight BBC opens its new series *"Stars Of The Silent Screen"* (starting at the infuriating time of 5.40—take the early train) with the original 1926 version of **Phantom Of The Opera.** Lon Chaney plays the sinister inhabitant of the sewers who kidnaps the prima donna from the Paris opera, and he makes the monster, *like Karloff's Frankenstein* monster, not just horrific but pitiable—the master stroke that no subsequent versions have ever come close to.

At the opposite end of the evening on BBC-1 Walter Matthau stars in the film of Neil Simon's Broadway comedy Plaza Suite. It is neither Simon's nor Matthau's best movie, and it suffers from being one of those short story collections which became such a fad in the cinema ten or 15 years ago. But it does contain one drawled line which has been absorbed into the Dunkley family jargon, and which brings Matthau vividly to mind whenever it is repeated: "How about a spot of lunchy-poo?"

BBC 2

6.40-7.55 am Open University.
11.00-11.25 Play School.
2.00 pm Tennis: State Express Classic.
5.10 Work, the New Discipline.
5.35 Weekend Outlook.
†5.40 Stars of the Silent Screen.
7.00 Something Else.
7.45 One Hundred Great Paintings.
7.55 News Summary.
8.00 Gardners' World.
8.25 Newsweek.
9.00 Playhouse.
10.00 Scoop
10.35 Cameo.
10.45 Newsnight.
11.30-12.20 am Tennis.

LONDON

9.35 am School Programmes. 11.32 The Bubblies. 12.00 Song Book. 12.10 pm Once Upon a Time. 12.30 Our Incredible World—Canines: Pets and Predators. 1.00 News, plus FT Index. 1.20 Thames News with Robin Houston. 1.30 About Britain. 2.00 After Noon Plus with Elaine Grand and Simon Reed. 2.25 Racing from Sandown Park, covering 2.30, 3.35 races. 3.50 Wild, Wild World of Animals. 4.20 Razzmatazz. 4.45 Freetime. 5.15 Film Fun presented by Derek Griffiths.

5.45 News.
6.00 The 6 O'clock Show.
7.00 Family Fortunes presented by Bob Monkhouse.
7.30 The Fall Guy starring Lee Majors.
8.30 The Bounder starring Peter Bowles and George Cole.
9.00 We'll Meet Again.
10.00 News.
10.45 Benson.
11.15 The London Programme—Private Eyes: A Public Menace?
11.30 Dolly starring Dolly Parton.
†12.20 am Rawhide starring Clint Eastwood.
1.20 Close: Sit Up and Listen with Dr Joseph Needham.

† Indicates programme in *black and white*

All IBA Regions as London except at the following times

ANGLIA

11.52 am Wattoo Wattoo. 12 30 pm Vet. *1 20 Anglia News 3.50 The World We Live In.* 6.00 About Anglia. 7.30 Miss Anglia 1982 10.45 Bizarre. 11.15 Members Only. 11.45 Friday Late Film "Brief Season," starring Christopher Jones. *1.20 am Dear Diary.*

BORDER

11.34 am Scottish History 12.30 pm Vet. 1.20 Border News. 3.50 Make *Mine Music.* 6.00 *Lookaround Friday.* 6.30 The Electric Theatre Show. 10.45 Worth Keeping. 11.15 Danger UXB. 12.15 am Border News Summary.

CENTRAL

12.30 pm Vet. 1.20 Central News 6.00 Central News. 10.45 Central's Girl of the Year 1982 11.05 Central News. 11.10 Invitation to Robbery

CHANNEL

11.55 am Look and See 12.30 pm Vet. 1.20 Channel Lunchtime News, What's On Where and Weather. 3.50 Square One. 5.15 Here's Boomer 6.00 Channel Report followed by What's On Where. 6.35 Spiderman. 10 43 *Channel Late News 10.45 House Calls* 11.20 Continental Cinema: "The Pink Telephone."

GRAMPIAN

9 30 am First Thing. 12.30 pm Vet. 1 20 North News 3.50 Patterns. 6 00 North Tonight including Sports Desk 10.45 The Late Night Horror Show. "Taste the Blood of Dracula." starring Christopher Lee, Geoffrey Keen and Gwen Watford. 12.30 am North Headlines. Road Report.

GRANADA

11.52 Wattoo, Wattoo. 12.30 pm Vet. 1.20 Granada Reports. 1.30 Exchange Flags. 1.55 About Britain 6.00 Kick Off. 6.30 Granada Reports 10.45 Bizarre. 11.15 A Week on Friday. 11.45 Ngaio Marsh Mysteries.

HTV

9.35 am Reading with Lenny. 12.30 pm Vet. 1.20 HTV News. 6.00 HTV News. 6.30 So What's Your Problem? 10.43 HTV News. 10.45 Bath Blitz 11.15 The Late Night Film. "A Touch of Class."

HTV Cymru/Wales—As HTV West *except 9.50-10.05 am Mwy Nou Lai.* 12.00-12.10 pm Both Am Stori? 4 20-4.45 Coed Gwylit Caledon 6 00 Y Dydd *8.15 Report Wales. 6.30-7.00* Making It Work. 10.45-11.15 Outlook.

SCOTTISH

12.30 pm Vet. 1.20 Scottish News. 3.50 The Flying Kiwi 5.15 Mr and Mrs. 6.00 Scotland Today. 6.30 Sports Extra 6.45 Hear, Here. 10.45 Ways and Means. 11.15 Late Call. 11.20 Movies Through Midnight "Taste the Blood of Dracula." starring Christopher Lee, Geoffrey Keen and Gwen Watford.

TSW

11.55 am Look and See 12.30 pm Vet. 1.20 TSW News Headlines. 3.50 Square One. 5.13 Gus Honeybun's Magic Birthdays. 5.15 Here's Boomer. 6.00 Today South West. 6.30 What's Ahead 7.30 Hart to Hart. 10.47 TSW Late News. 10.50 Continental Cinema: "The Pink Telephone" 12.30 am Postscript 12.35 South West Weather.

TVS

11.52 am The Undersea Adventures of Captain Nemo 12.30 pm Vet 1.20 TVS News. 3.50 The Cuckoo Waltz 5.15 Watch This Space. . . . 5.30 Coast to Coast. 6.00 Coast to Coast (continued). 6.30 Friday Sportshow. 10 45 Bizarre. 11.15 Sportshow Special 12.15 am Clive James and the Calendar Girls. 1.15 am Company.

TYNE TEES

9.25 am The Good Word. 9.30 North East News. 12 30 pm Vet. 1.20 North East News and Lookaround. 3.50 Fangface 6.00 North East News. 6.02 Sportstime. 6.30 Northern Life. 10.45 North East News 10.47 The Friday Night Film: "Blood on Satan's Claw." starring Patrick Wymark. 12.35 am Poet's Corner.

ULSTER

12.30 pm Vet. 1.20 Lunchtime. 3.50 Bygones. 4.18 Ulster News. 5.15 Milestones or Millstones 5.30 Good Evening Ulster. 6.30 Diff'rent Strokes 10.44 Ulster Weather. 10.45 Witness. 10.50 Counterpoint Special. 11.50 News at Bedtime.

YORKSHIRE

12.30 pm Vet. 1 20 Calendar *News.* 3.50 Bygones 6.00 Calendar (Emley Moor and Belmont edition). 6.30 Calendar Sport. 11.15 Pro-Celebrity Snooker. 12.00 Ladies' Man.

RADIO

(S) Stereophonic broadcast (when broadcast on VHF)

RADIO 1

5.00 am As Radio 2 7.00 Mike Read 9.00 Simon Bates 11.30 Paul Burnett: 2.00 pm Steve Wright. 5 30 Newsbeat 5.45 Roundtable. 7.00 Andy Peebles. 10.00-12.00 The Friday Rock Show (S).

RADIO 2

5.00 am Nick Page (S) 7.30 Ray Moore (S). 10.00 Jimmy Young (S). 12 00 Gloria Hunniford (S). 2.00 Ed Stewart (S). 4.00 David Hamilton (S) 5.45 News; Sport. 6.00 John Dunn (S) 8.00 Friday Night is Music Night (S). 8.50-9.10 Interval. 9.55 Sports Desk. 10.00 The Random Jottings of Hinge and Bracket. 10.30 Alistair Cooke: A personal view of jazz and pop music 1920-1950. 11.00 Brian Matthew with Round Midnight. 1.00 am Night Owls (S). 2.00 Star Wars (S). 2.27-5.00 You and the Night and the Music (S).

RADIO 3

6.55 am Weather. 7 00 News. 7.05 Morning Concert (S). 8.00 News. 8.05 Morning Concert (continued). 9.00 *News. 9.05 This Week's Composer:* Bliss (S). 10.00 Northern Sinfonia Orchestra (S) 11.10 My Ladye Nevells Booke (S) 11.35 English Choral Music (S). 12.20 pm Midday Concert (S). *1.00 News. 1.05 Midday Concert, part* 2 (S). 1.45 English Songs (S). 2.25 Avison and Scarlatti (S). 3.30 Bax String Quartet recital (S) 4.00 Choral Evensong (S). 4.55 News. 5.00 Mainly *for Pleasure (S). 7.00 Shoms Progress* (S). 8.00 A Prokofiev Concert in Chicago, direct by satellite from Orchestra Hall, part 1 (S). 8.50 Experimenta Three by Peter Handke. 9.05 *Prokofiev Concert, part 2 (S). 10.00* The Songs and Sonnets of John Donne 10.30 The Banner of St George: Ballad by Elgar (S). 11.00 News. 11.05-11.15 Purcell (S).

RADIO 4

6.00 am News Briefing 6.10 Farming *Today. 6.25 Shipping Forecast.* 6.30 Today. 8.33 Yesterday in Parliament 8.57 Weather; travel. 9.00 News. 9.05 Desert Island Discs (S). 9.45 A Sideways Look At . . . by Anthony Smith. *10.00 News. 10.02 International Assign*ment. 10.30 Daily Service 10.45 Morning Story 11.00 News. 11.03 You the Jury (S). 11.48 Bird of the Week. 12.00 News. 12.02 pm You and Yours *12.27 Frank Muir Goes Into . Cookery* (S) 12.55 Weather, travel, programme news. 1 00 The World at One. 1.40 The Archers. 1.55 Shipping Forecast 2.00 News. 2.02 Woman's Hour. 3 00 *News. 3.20 Afternoon Theatre.* 4 00 News 4.02 The Pleasures of the Table as enjoyed by Fiona Richmond. 4 10 Locally Speaking. 4.40 Story Time 5.00 PM. News magazine 5.50 Ship*ping Forecast. 5.55 Weather,* programme news 6.00 News including Financial Report. 6.30 Going Places 7.00 News. 7.05 The Archers. 7.20 Pick of the Week (S) 8.10 Profile 8.30 *Any Questions?* 9.15 Letter from America by Alistair Cooke. 9.30 Kaleidoscope. 9.59 Weather. 10 00 The World Tonight. 10.35 Week Ending (S). 11.00 A Book at Bedtime 11.15 *The Financial World Tonight* 11.30 Today in Parliament 11.45 Miles Kington delves into the BBC Sound Archives. 12 00 News.

COMPANY NOTICES

ORANGE FREE STATE GOLD MINING COMPANIES

ADMINISTERED BY ANGLO AMERICAN CORPORATION

INTERIM DIVIDENDS — FINANCIAL YEARS ENDING SEPTEMBER 30 1982

On April 22 1982 dividends were declared in South African currency, payable to members registered in the books of the undermentioned companies at the close of business on May 14 1982, and to persons presenting the relevant coupons marked "South Africa", detached from share/stock *warrants to bearer.*

The transfer registers and registers of members will be closed in each case from May 15 to May 28 1982, both days inclusive, and warrants will be posted from the Johannesburg and United Kingdom offices of the transfer secretaries on or about June 10 1982. Registered members paid *from the United Kingdom will receive the United Kingdom currency* equivalent on May 17 1982, of the rand value of their dividends (less appropriate taxes). Any such members may, however, elect to be paid in South African currency, provided that the request is received at the offices of the transfer secretaries in Johannesburg or in the United Kingdom on or before May 14 1982.

Holders of share/stock warrants to bearer are notified that the dividends are payable on or after June 11 1982, upon presentation of the respective coupons (marked "South Africa") at the offices of Barclays National Bank Limited, Stock Exchange Branch, Cnr West and Diagonal Streets, Johannesburg, South Africa Union Bank of Switzerland, Bahnhofstrasse 45, Zurich, Switzerland; Credit du Nord, 6 and 8 Boulevard Haussmann, 75009 Paris, France; and Banque Bruxelles Lambert, 2 Rue de la Regence, 1000 Bruxelles, Belgium, only. Coupons must be left at least four clear days for examination.

Proceeds of dividends in respect of coupons marked "South Africa", *may, at the request of the depositors, be converted through an authorised* dealer in exchange in the Republic of South Africa into any currency. The effective rate of exchange for conversion into any such currency will be that prevailing at the time the proceeds of the dividends are deposited with the authorised dealer in exchange.

*The effective rate of non-resident shareholders' tax for all the under*mentioned companies is 15 per cent.

The dividends are payable subject to conditions which can be inspected at the head and London offices of the companies and also at the offices of the companies' transfer secretaries in Johannesburg and the United Kingdom

Name of company (each of which is incorporated in the Republic of South Africa)	Dividend No.	Coupons marked "South Africa"	Rate of dividend per share/unit of stock
Free State Geduld Mines Limited	50	51	160 cents
President Brand Gold Mining Company Limited	54	56	210 cents
President Steyn Gold Mining Company Limited	54	55	175 cents
Western Holdings Limited	54	—	210 cents

By order of the boards
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
Secretaries
per: C. R. BULL
Divisional Secretary

Transfer Secretaries:
Consolidated Share Registrars Limited
62 Marshall Street
Johannesburg
2001
(PO Box 61051
Marshalltown
2107)

Charter Consolidated P.L.C.
PO Box 102
Charter House
Park Street
Ashford
Kent TN24 8EQ

Head Offices:
44 Main Street
Johannesburg
2001
(PO Box 61587
Marshalltown
2107)

London Offices:
40 Holborn Viaduct
London EC1P 1AJ

Johannesburg
April 23 1982

CANADIAN PACIFIC SECURITIES LIMITED

TO HOLDERS OF THE CORPORATION'S CAN. $40,000,000 17¼% GUARANTEED NOTES DUE 1987

NOTICE IS HEREBY GIVEN that the Annual Reports and accounts of the Corporation and of the Guarantor, Canadian Pacific Enterprises Limited, are available from Orion Royal Bank Limited, 1 London Wall, London, England, EC2Y 5JX, and the other Paying Agents named on the Note Certificates.

G. S. MACLEAN.
Secretary.

April 2, 1982.

THE ROYAL BANK OF CANADA

DIVIDEND NO. 379

NOTICE IS HEREBY GIVEN that a Dividend of 50 cents per share upon the paid up capital of this Bank has been declared for the current quarter and will be payable at the Bank and its Branches on or after May 21st 1982, to shareholders on record at the close of business on April 23rd, 1982.

By Order of the Board.
R. J. MOORES.
Corporate Secretary.

M. T. D. (MANGULA) LIMITED

(Incorporated in Zimbabwe)

INTERIM REPORT

OPERATING RESULTS (Metric tons)

	Six months ended 31.3.82 Ore Milled	31.3.81 Ore Milled	31.3.82 Recoverable Copper	31.3.81 Recoverable Copper
Miriam	601,100	543,400	4,848	4,197
Norah	244,570	257,600	1,918	1,990
Total	845,670	801,000	6,766	6,187
Smelter production			6,678	6,170
Anodes purchased			2,244	3,079
Refined copper produced			9,140	1,730
Sales—copper			8,784	11,197
—silver (kgs)			14,758	11,941
—gold (kgs)			87	69
FINANCIAL RESULTS (Z$000s)				
Turnover			13,960	17,940
Working profit			25	1,676
Interest (net), dividends, sundry income less other expenditure			(1,142)	(693)
(Loss)/Profit			(1,117)	983
Net capital expenditure			Z$194,000	Z$873,000
Earnings per stock unit (cents)			—	4 9

Working profit continued to be adversely affected by low metal prices, high costs; declining efficiencies and unfavourable rates of exchange.

The Company's borrowing facilities were fully utilised during the month of March 1982 with consequent high finance costs. The net effect of these factors resulted in the Company incurring a loss of Zimbabwe $1.117 *million for the six months ended 31 March* 1982.

Discussions have been held with Government authorities regarding the serious deterioration of the financial position of the Company and the directors are pleased to advise stockholders that agreement has been reached in principle with the Government whereby loans totalling Zimbabwe *$6 million, guaranteed by the Government, will be made available to the* Company. These additional borrowings will be repayable on 31 December 1983.

In the absence of a significant and sustained rise in metal prices in the short term, or a substantial devaluation of the Zimbabwe dollar, there is *no prospect of a return to profitability.*

By Order of the Board
M.T D. MANAGEMENT SERVICES LIMITED
Secretaries
Per: A. W. Bradshaw

London
23 April 1982
Transfer Offices:
First Floor, Trustee House, 55 Samora Machel Avenue, Harare
154 Market Street, Johannesburg
6 Greencoat Place, London SW1P 1PL

BANK LEUMI LE-ISRAEL B.M.

(Incorporated in Israel)

TO THE HOLDERS OF ORDINARY STOCK

NOTICE IS HEREBY GIVEN that an EXTRAORDINARY GENERAL MEETING of the Bank will be held at its Registered Office, 24-32 Yehuda Halevy Street, Tel Aviv on 16th May 1982, at 10.20 am, for the purpose of considering and, if thought fit, passing the following Resolutions as Special *Resolutions:—*

RESOLUTIONS

(a) That a sum of IS.564,408,940.00 out of the share premium account, and a sum of IS.322,098,644.70 out of other capital reserves be appropriated to a reserve for the proposed distribution of capitalisation shares.

(b) That a total of IS.886,507,584.70 out of the sums thereafter standing to the credit of the reserve for the proposed distribution of capitalisation shares together with the special sum (as defined below) be and the same hereby is capitalised and freed for distribution amongst the holders of special voting shares and of ordinary stock whose names appear on the register of members at the close of business on 17th May, 1982 (hereinafter "the record date") *and that the directors be and hereby are authorised and directed to* appropriate the said sum of IS.886,507,584.70 and the special sum to the said holders of special voting shares and ordinary stock respectively in the proportion of IS.0.1 to every one of the special voting shares and for every IS.0.1 nominal ordinary stock then held by them and to apply the said sum of IS.886,507,584.70 and the special sum on their behalf in paying up in full ordinary *shares of IS.0.1 each for allotment and distribution as fully paid* up amongst such members in the proportion aforesaid.

The special sum shall be such sum (additional to IS.886,507,584.70) standing to the credit of the share premium account and other capital reserves (and so that the appropriation shall be made to the fullest extent possible from the share premium account and from other capital reserves only to the extent *that such account shall prove inadequate)* as may be necessary to pay up in full the number of shares to which holders of ordinary stock will be entitled as aforesaid, but whose ordinary stock was not taken into account in calculating the said sum of IS.886,507,584.70 because such ordinary stock has or shall have been allotted between 31st December, 1981, being the date such calculation was made, and the record date, to satisfy the exercise after 31st December 1981 of conversion rights attaching to the Capital Notes *of Series 8, Capital Notes (Options)* 1982, Capital Notes (Options) 1983 (Series 4) and subscription rights attaching to the outstanding warrants of Series 10 and 12 and to the Convertible Bonds of Leumi International Investments N.V.

The shares to be allotted as aforesaid will be converted into ordinary stock which shall entitle holders to participate in all dividends to be declared in respect of 1982 and of subsequent *years and shall be identical in all other respects* with the existing ordinary stock.

By Order of the Board
A. SULLAM, ADV., Secretary

22nd April, 1982.

EAST RAND GOLD AND URANIUM COMPANY LIMITED

(Incorporated in the Republic of South Africa)

FINAL DIVIDEND—FINANCIAL YEAR ENDED MARCH 31 1982

On April 22 1982 dividend No. 7 of 50 cents a share was declared in South African currency, payable to members registered in the books of the company at the close of business on May 14 1982

The transfer registers and registers of members will be closed from May 15 to 28 1982, both days inclusive, and warrants will be posted from the Johannesburg and United Kingdom offices of the transfer secretaries on *or about June 10 1982.* Registered members paid from the United Kingdom will receive the United Kingdom currency equivalent on May 17 1982, of the rand value of their dividends (less appropriate taxes). Any such members may, however, elect to be paid in South African currency, provided that the request is received at the offices of the transfer secretaries in Johannesburg or in the United Kingdom on or before May 14 1982.

The effective rate of non-resident shareholders' tax is 15 per cent.

The dividend is payable subject to conditions which can be inspected at the head and London offices of the company and also at the offices of the company's transfer secretaries in Johannesburg and the United Kingdom.

By order of the board
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED
Secretaries
per:—R. S. EDMUNDS
Divisional Secretary

Transfer Secretaries
Consolidated Share Registrars Limited
62 Marshall Street
Johannesburg 2001
(P.O. Box 61051
Marshalltown 2107)

Charter Consolidated P.L.C.
P.O. Box 102, Charter House
Park Street, Ashford
Kent. TN24 8EQ

Head Office
44 Main Street
Johannesburg 2001
(P.O. Box 61587
Marshalltown 2107)

London Office
40 Holborn Viaduct
London EC1P 1AJ

Johannesburg
April 23 1982

JAMES BEATTIE PLC

NOTICE IS HEREBY GIVEN that the Transfer Books relating to the 6¼% First Mortgage Debenture Stock 1986-90 of the Company will be closed from the 8th to the 15th May, 1982, both dates inclusive.

By Order of the Board.
G. T. LOWNDES.
Secretary.

71-78 Victoria Street.
Wolverhampton

PUBLIC NOTICES

BERKSHIRE COUNTY COUNCIL BILLS £18m due 22.7.82 issued 22.4.82. Average £96.71. £50m applications. £35m outstanding.

BRIGHTON BOROUGH COUNCIL £1.65m bills issued 21st April 1982, due 21st July 1982 at 13[illegible]%. Total applications £4.95m. No other bills outstanding.

ROCHDALE METROPOLITAN BOROUGH COUNCIL BILLS £7,000,000 bills issued 21st April 1982 maturing 21st July 1982 at 13[illegible]%. Applications totalled £39,760,000 and these are the only bills outstanding.

STRATHCLYDE REGIONAL COUNCIL *Bills of £9m issued on 21st April 1982* due 21st July 1982 at 13.1875%. Applications totalled £52.4m. Total bills outstanding £36m.

WILTSHIRE COUNTY COUNCIL BILLS £2,400,000 bills issued 23rd April 1982, due 23rd July 1982, at 12[illegible]%. Applications totalled £16.8m. There are no other bills outstanding.

ART GALLERIES

WHITECHAPEL ART GALLERY, Whitechapel High St. 377 0107. Tube Aldgate E. To 2 May FRIDA KAHLO & TINA McDOTTI ANSELM KIEFFER. Sun.-Fri. 11-5.30, cl. Sat. Free.

DAVID CARRITT LTD., 15, Duke Street, St. James's, SW1. INDIAN PAINTINGS. 1525-1825. Until 30 April. Mon.-Fri. 10-5.

LEFEVRE GALLERY, 30, Bruton St., W1. 01-493 1572 3. AN EXHIBITION OF EDWARD BURA. 1975-1976. Mon.-Fri. 10-5. Sat. 10-1.

THACKERAY GALLERY, 18 Thackeray St. Kensington Sq., W8. 937 5883. BRIAN YALE—Paintings & Watercolours. Until 14 May.

WILLIAM DRUMMOND, Covent Garden Gallery, 20, Russell St., WC2. 836 1139. Until May 7th ARTHUR FREDERICK PAYNE. Watercolours in the British Isles and France. 1849-1860. Dly. 10-5.30, Thurs. 7. Sats. 10-12.30.

LUMLEY CAZALET, 24, Davies St., W1. 499 5058. Fine Prints: MANET to MIRO. Until 30 April.

ROYAL SOCIETY OF PORTRAIT PAINTERS at The Mall Galleries, The Mall, SW1. Annual Exhibition—Mon.-Sat. 10-5. Till 13 May. Adm. 50p.

CLUBS

EVE has outlived the others because of a policy of fair play and value for money. Supper from 10-3.30 am. Disco and top musicians, glamorous hostesses, exciting floorshows. 189, Regent St. 734 0557.

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Appointments	8.50	29.00
Business, Investment Opportunities	8.50	29.00
Businesses for Sale/Wanted	8.50	29.00
Personal	6.00	20.00
Motor Cars	6.00	20.00
Hotels & Travel	6.00	20.00
Contracts & Tenders	8.00	27.50
Book Publishers	—	net 12.00

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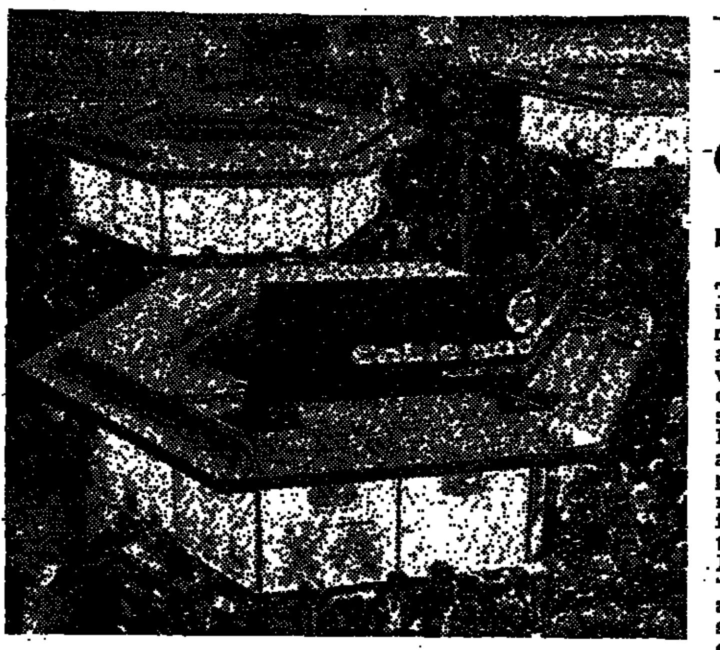
FINANCIAL TIMES SURVEY

Friday April 23 1982

On the opening day of the conference of the Public Relations Consultants Association, an assessment of achievements and prospects

Public Relations



The Stock Exchange floor on the first day of dealings in the shares of Cable and Wireless. A leading public relations and advertising consultant advised the Department of Industry in their offer for sale to the public of almost half the company

CONTENTS

Editorial production by Arthur Dawson Design by Philip Hunt

Demand is buoyant despite recession

BY DAVID CHURCHILL, *Consumer Affairs Correspondent*

THE PUBLIC relations industry, once considered merely as an extension of the advertising and marketing worlds, has now well-and-truly come into its own as a business speciality in its own right. Public relations in the 1980s is about more than simply supporting the sales effort: it is nowadays, as Dorothy Drake, former head of information at the Confederation of British Industry (CBI) points out "involved in the effective management of companies' relationships, not only with their customers and potential customers, but also with the public at large, with the media, with parliament, and with Whitehall."

PR's "coming of age" was clearly shown by the decision of the Good Relations Group last December to seek a quotation on the unlisted securities market, the first public relations company to go public. Mr Anthony Good, the company's chairman, believes that the company's decision to go public has been helpful in focusing attention on the public relations sector. "The raising of our profile has had a beneficial effect on the industry," he says. "I think more and more companies are becoming increasingly conscious of the positive role PR can play."

Certainly, 1981 proved a good year for those public relations consultancies who form the Public Relations Consultants Association whose two-day conference starts in London today. The association has added 11 new members over the past year to bring its total UK membership to 98, with a further 17 members overseas. Although the PRCA only has about a quarter of the total number of PR consutancies in membership, its members account for the bulk of corporate spending on PR services. The fee income of association members last year topped £20m, compared with some £16m in 1980.

Fee income up

Those consultancies who have been in membership for the past two years reported their fee income up by an average 14 per cent, which indicates that some real growth was being made even during a time of recession.

Just as the advertising industry itself reports that companies have maintained their promotional spending during this recession — unlike previous economic downturns — so the demand for PR consultancy services has held up during the past lean years.

David Wynne-Morgan, chief executive of Extel Public Relations, suggests that this buoyancy may be partly due to major companies recognising that the easiest way to build up brand share is during a recession when the competition is at its weakest —hence PR benefits along with advertising.

Mr Roderick Dewe, chairman of Dewe Rogerson, suggests that PR consultancies have also benefited from companies cutting back on their internal PR departments and using outside consultants instead.

Mr Denis Inchbald, chairman of Welbeck, reports that demand from companies for marketing support services has steadily increased over the past year, and that the corporate PR sector is doing well, possibly because companies are having to watch their image during the cutbacks imposed by the recession.

Mr Jim Dunn, managing director of Travel Press Service, also points out that "public relations is proving more cost-effective in comparison with advertising which can be very expensive."

However, what most consultants have quite clearly noticed is that companies are being more careful in their spending on public relations. Josephine Lunberg, managing director of Burson-Marsteller, says that "clients are taking longer to make up their mind about PR proposals," although she adds that companies are also recognising the need for PR advice at a much earlier stage than previously.

Mr Keith Payne, vice chairman of Charles Barker Lyons, also detects signs that companies are hesitating more before accepting proposals. "Companies are not cutting back on their PR spending but are becoming increasingly careful—as is only to be expected—of committing themselves to a major PR campaign," he says.

Anne Dickinson, chairman of the Kingsway Group and a vice-chairman of the PRCA, also points out that it is the well-managed PR consultancies that are benefiting most at present "with the less professional people suffering."

This need for tight financial controls has resulted in a number of mergers over the past year or so, as smaller companies have been swallowed up by more successful consultancies. (Although there still remains room for the second-line consultancy to avoid a clashing of clients).

Earlier this month, for example, Extel PR was formed out of the merger of four existing companies within the Extel group and by the acuisition of Shareholder Relations.

The success of the PR industry in establishing itself, however, cannot mask the fact that there is still a long way to go before PR is as widely acepted as any other management function.

Bruce Clark, managing director of Communications Strategy, points out that a recent pilot research project "suggests that the smug self-satisfied attitude of many consultancies is misplaced."

The project, carried out by the Schlackman market research group, was based on a sample survey from advertisers listed in the Advertisers' Annual.

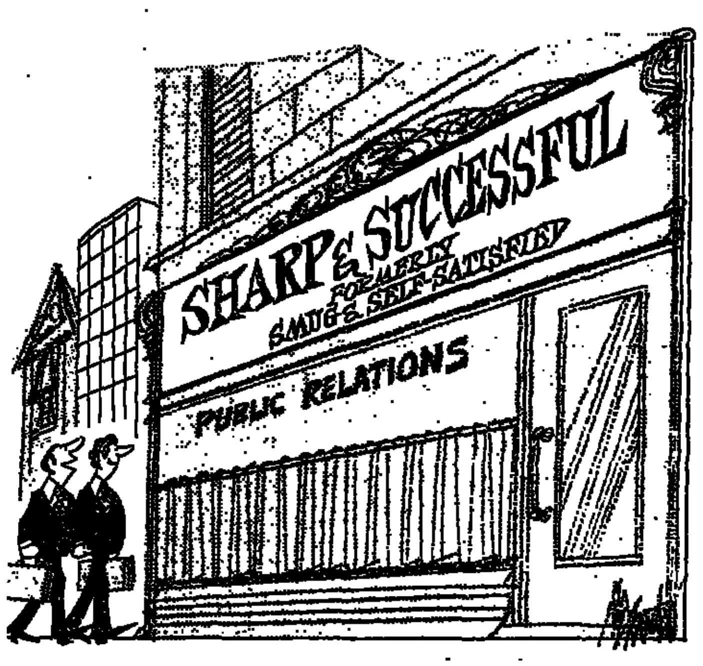
Some 43 replies were received from marketing or advertising directors. When asked to name a PR company, just over half were unable to do so, indicating that they had a low interest in this particular marketing function. The 47 per cent who claimed to know a consultancy were only able to name some 45 firms out of a total of 290 listed in the London area. The best-known company had only a spontaneous awareness level of 5 per cent, and 39 had a level of 2 per cent or less. Fewer than one third of the respondents felt capable of rating the companies in terms of professionalism.

Disturbing

The qualitative comments made by the respondents were even more disturbing, suggests Mr Clark. Many of them cast doubt on the professionalism of PR companies, and added that they felt the costs involved in employing a PR company were high in relation to the benefits.

Others saw consultancies as "being useful for specific tasks when their own PR departments were overstretched or lacked a particular skill." The authors of the report also commented: "A lot of respondents saw PR as being gimmicky, difficult to evaluate, unprofessional, and expensive."

Mr Clark suggests that there is a "tremendous educational job still to be done." He adds that "the industry must shake off its complacency and use its skills to show businessmen the real value of public relations."



"I see the industry is beginning to lose its complacency"

The PRCA has been seeking to fulfil this educational role through its activities, including the publication (with the Financial Times) of an annual year book listing all association members, with their clients.

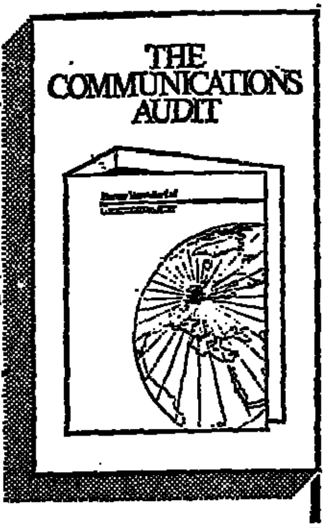
Mr Jim Winship, chairman of Shearwater Communications, suggests that part of the problem may be to do with poor training. "Even clients used to employing consultancies frequently criticised poor presentation or writing ability—areas in which there can be no excuse for shoddiness," he says.

"The trouble has always been that public relations attracts people from many different walks of life and, although some enter from school and are specifically trained for the job, most entrants come through other channels—such as journalism, advertising, and marketing or by working their way up the secretarial ladder."

Mr Winship suggests that "every entrant to the profession should be given a basic training in journalism (and how the press works), business technique and management, economics and politics."

The economics of public relations in the 1980s may mean that the industry will increasingly be dominated by the large companies, with more following Good Relation's decision to go public. Hill and Knowlton, the UK end of the U.S. PR consultancy, this month announced that its income from fees has topped £1m for the first time.

However, consultancies do not always have to be big to survive: Small consultancies also have a role to play. "It may be something of a cliché, but small consultancies such as ourselves can offer a very different — and personalised — approach to that of the big groups," says Diane VandenBurg, who has built up VandenBurg Associates over the past four years and now runs it from London's Golden Square with a staff of seven.



Understanding of trends starts with what is happening in the U.S., says **Gareth Griffiths**

Main growth is firmly rooted in the U.S.

MODERN PUBLIC relations was born in the United States when John D. Rockefeller hired Ivy Lee in 1914 to improve his public image after the massacre of strikers in Colorado. Rockefeller's image consequently changed from that of robber baron to public benefactor and public relations in the U.S. has never looked back.

The outlook among U.S. public relations agencies after a decade of continuous expansion is one of restrained optimism with little or no growth in the volume of domestic business. But the increasing awareness among U.S. companies of the need for public relations and the growth in the service industries, traditionally more dependent on PR than production industries, means that the sector should expand by up to 50 per cent for the rest of the 1980s.

International PR has been one of the glamorous areas of the sector during the 1970s. Agencies such as Hill and Knowlton, part of J. Walter Thompson, and Burson-Marsteller have been opening offices all over the world to cope with new business. International PR remains concentrated very much in the hands of the large international agencies with the smaller companies coping as best they can on an affiliate basis with similarly placed companies in other countries.

The large international agencies put their European growth rates at around 20 per cent a year. But the importance of the U.S. remains, with even Hill and Knowlton relying for two-thirds of its business in the U.S. The main engine of growth in world PR is firmly in the U.S.

It is also impossible for the acquisition and merger waves that have swept the U.S. and the U.K. to take place in continental Europe simply because the agencies are not there in sufficient size or scope.

But a classic indication of the changing nature of PR was provided by the Red Cross's entry in the International Public Relations Association triannual congress in Bombay earlier this year. The entry was a presentation to show guerrillas in the recent Zimbabwean troubles what the Red Cross did and why it should not be attacked.

International PR is therefore dominated by the United States; any understanding of world trends in PR has to start from what is happening in the U.S. Large international agencies such as Hill and Knowlton or Burson-Marsteller are American and although the British seem to pop up all over the world in the international agencies, control is ultimately from the U.S. and it is U.S. public relations that sets the philosophy and new methods used elsewhere.

Mr Joseph Awad, the president of the Public Relations Society of America (PRSA) and general director of Public Relations at the Reynolds Metal Company at Richmond, Virginia, estimates that there are about 100,000 people working in PR in the U.S. He forecast that PR in the U.S. will continue to expand fairly quickly with up to 50 per cent expansion in the numbers working in PR by 1990.

More significantly, perhaps, he said at the PRSA's annual conference in Chicago last November that the Society's membership would double during the decade. The PRSA represents the elite of American PR and its membership of 10,737 at the beginning of the year covers people working in the top agencies and increasingly in corporations and institutions as public relations or public affairs officers. The society has been running an accreditation scheme for more than 10 years in an effort to boost standards and now more than a third are accredited.

U.S. RANKING

1981

Firm	Volume $m
Hill & Knowlton	46.0
Burson-Marsteller	41.1
Carl Byoir & Associates	18.7
Ruder Finn & Rotman	15.0
Daniel J. Edelman	8.0
The Rowland Company	7.3
Manning, Selvage & Lee	7.1
Ketchum MacLeod & Grove PR	6.0
Doremus & Company	5.8
Rogers & Cowan	5.4

Rising standards and an expanded role for American public relations are one of four key developments that look likely to dominate the industry for the next decade.

● *The growth in the scope of public relations:* Burson-Marsteller estimates that in the U.S. only about 15 per cent of its business is with promoting media relations. In Europe that proportion would be around 20 per cent.

Public relations whether in-house or on agency basis is more concerned with developing management techniques in handling crises, motivating staffs or reaching key audiences such as investment analysts or government agencies. Product PR is now down to about half total business and the growth area is related to issue-orientated PR.

Burson-Marsteller defines four functions that PR has to perform for a company. First, if PR is not serving well as a sensor of social change, the corporation will "be the victim of events that catch it by surprise." Second, PR must act as a "monitor of corporate programmes to make sure they meet the expectations of the company's varied publics. PR must act as the corporate conscience and finally it must communicate corporate policies both internally and externally."

● *The rising status of public relations:* The Public relations industry like the English middle class is forever rising or so its proponents claim. Although there is greater acceptance of public relations as a business discipline in the U.S. than in Europe PR status is still often ambivalent. But there has been a noticeable shift upwards in the quality of the people who are entering PR or are reaching the top positions in industry. Top PR staff come from a variety of specialist areas such as law, accountancy and journalism.

Top level salaries of up to $200,000 a year for public relations vice-presidents in corporations are not uncommon. Those corporate public relations executives are drawn from a variety of backgrounds with lawyers, managers as well as ex-journalists common.

● *The trend to regionalism within the United States:* New York City was seen traditionally as the concentrated centre of PR in the U.S. The growth of the importance of the sun belt and the movement of corporate headquarters out of New York has led to a diminished role for the city.

Another factor promoting this regionalism has been the emphasis by the Reagan Administration on developing a new federalism—in effect shifting some of the federal responsibilities to the 50 states. State governments invariably attracted public relations lobbyists and this trend is expected to continue.

● *Acquisition of the public relations agencies by advertising agencies and a wave of mergers:* This is a trend common to both the U.S. and to the United Kingdom. Advertising agencies had originally been involved in public relations in the 1950s and early 1960s but had disengaged themselves.

Their renewed interest stems partly from the boom in PR and from the fact that as its proportion of total promotional spending is much smaller than advertising it is to a certain degree recession proof. Unlike their earlier experiences the advertising agencies are not operationally involved in the running of the PR business and there is little cross-over of staff from one side to the other.

Public relations and advertising agencies claim four distinct advantages from coming together: more resources available; increased exposure and influence; more disciplined management; and the use of advertising as a public relations tool.

The trends in the U.S. set the tone for the rest of the world although it is in the English-speaking world that public relations is most developed.

Mr Loet Velmans, the Dutch-born president of Hill and Knowlton, says that growth will be less dynamic than in the U.S. In Europe, he argues, much of the public relations activities are defensive in nature, dealing retroactively with labour, environmental and financial problems. In the U.S. a much larger proportion is devoted to non-defensive matters, especially publicity and marketing of new products and new technologies, as well as activities whose aim is to anticipate possible problem areas.

CASE STUDY

Winning role for Action Man

TOYS COME and toys go. Every Christmas the manufacturers in this most transient of industries try to tempt the trade with new ideas and to convince it of a concept to capture the imagination of fickle children. But a few toys survive the seasons, and perhaps the most successful in recent years has been Action Man. Since its introduction in 1966, Palitoy, a subsidiary of General Mills, has sold $13m dolls in the UK and won seven awards for Action Man, including "Toy of the Decade" in 1980.

Although Action Man is supported by advertising — over £600,000 this year — much of its longevity can be attributed to its public relations, which for the last seven years has been handled by Munro Deighton. Perhaps the most ambitious and successful of the PR ideas has been the creation in 1979 of a living Action Man (actually a series of actors) who can tour the country intriguing the kids.

Munro Deighton made Action Man sociably acceptable by identifying him with good advice. The target market was boys aged between 6 to 12, but rather than creating an escapist figure the idea was that in addition to turning up at shops to promote the product, and its profitable accessories, Action Man should act as a kindly Big Brother. He has been identified with road safety, with life saving, with the correct use of skate boards, with the country code and how to handle fireworks.

An instructive role for Action Man in a comic strip. Here he warns of potential danger spots down on the farm

He has appeared with the support of the Central Office of Information, the Department of Transport, and the Royal Society for the Prevention of Accidents, at instructional gatherings advising children· at the same time he has managed to fit in around a 100 visits to key stores each year.

As well as creating interest throughout the country with the target audience the development of a three dimensional Action Man speaking with authority was also likely to increase the approval of the product among the main purchasing group, adults.

Too many toys seem to be promoting a philosophy at odds with parental values, but seeing Action Man, sometimes in the company of his ally the Green Cross Code Man, teaching their children the principles of road safety was guaranteed to eliminate some of the more war-like manifestations of the doll.

In the past, Action Man was identified very closely with the Army—after all, the original figure in the U.S. was known as GI Joe—and the Army has been pleased to co-operate on exact uniform designs and matching accessories. Now Munro Deighton has plans to identify Action Man just as closely with sport and fitness.

There have been attempts in the past (not too successful) to market an Olympic Athlete Action Man in 1968 and a World Cup Footballer in 1970. Now the stress will be on health and the outdoor life.

Naturally such bodies as the Sports Council are keen to work with Munro Deighton and Palitoy is using the doll to popularise healthy bodies among the sub-teens.

Before Action Man fronted the world with a human face the PR company had managed to get him regularly into hundreds of newspapers by sending round an Action Man comic strip. Here again he had an instructive role —in each cartoon he would be showing the youngsters how to avoid dangers while swimming; how to conduct themselves in the countryside: what to do in certain emergencies.

Newspapers, in particular provincial ones, were delighted to have such a worthy space filler. By such devices the original reaction of the toy trade when it first saw Action Man in 1966—that boys would not want to be seen playing with a doll—has been proved badly off-target.

What began as a short-term assignment for Munro Deighton with a fee of £5,000 basically concentrated on Toy Fairs, has grown to ten times that sum in revenue. It is, of course, a danger for a medium-sized PR company to have such a major client but the sustained relationship over many years with a major multinational company has probably been a key factor in attracting other large clients to the PR consultancy.

Antony Thorncroft

Before exploring all the options objectives must be defined, says **David Churchill**

How to choose the right PR path

COMPANIES WHICH want to develop a public relations programme would appear to have two clear options: either they can create or enhance an internal public relations department, or they can employ the services of a public relations consultancy. In practice, however, companies have a third option: they can combine the two aspects to get some of the best of both worlds.

Most large companies have built up some type of public relations function over the years, often starting out as an adjunct to the marketing department and then being established in its own right. In-house public relations have a number of advantages over consultancies, but also some drawbacks.

The main advantage of an in-house PR is simply that the department's activities are geared full-time towards the company concerned. A consultancy, on the other hand, will have a number of clients and will only be able to apportion a part of its time according to the agreed fee. If the in-house PR department has the support of the managing director and other key executives (and all PR needs such support to be of any use) then internal PRs are in a better position to reflect more accurately the needs of the organisation to the external world.

High profile

Such internal departments are particularly useful if the company is involved in high profile activities—such as car manufacturers. It is important in these cases for the internal PR department to present an accurate picture of what is happening within the company—a strike or takeover bid, for example—in response to inquiries from the media.

In addition, an internal PR department is often in a better position to handle employee communications since it should be in the right position to identify what is of concern and interest to staff.

Yet there are also drawbacks to an in-house PR department. For example, it could be that the department is too dominated by the marketing function—and Press releases simply become "puffs" and house journals nothing more than sales catalogues. Moreover, the PR department may be asked to do too much, simply because many senior management are unclear exactly what is required from the department. Conversely, since a consultancy is charging for its time, senior executives should have a clearer idea exactly what is being done for them.

Internal PR departments may also suffer from lacking specialist knowledge about different types of PR and media. It is unfair to expect the typical in-house PR to be as proficient in every area, such as corporate and financial PR, Parliamentary liaison, house journal production, and international PR.

This is where the specialist public relations consultancy comes into its own, since it can provide expertise in a number of areas as a result of employing different specialists and service a variety of clients.

Many PR consultancies are employed to work on specific projects, such as a new product launch, because an in-house PR department is not geared to meeting the immediate demands of such a campaign. Or companies may be too small to employ their own PR, so using a consultancy is the best way of ensuring that the PR aspects are covered.

One key point to bear in mind is that PR consultancies are not strictly comparable to an advertising agency, even though many PR groups are in fact subsidiaries of larger advertising agencies. While an advertising agency is the agent of the media from whom it receives commission under the traditional sytem of remuneration, a PR consultancy receives its fee direct from the client. However, the "agent acting as principal" legal custom of the advertising trade also applies to PR consultancies.

The problem for many companies, however, is how to choose a PR consultancy, since for many it will be their first experience of using outside consultants in this way. There are also a bewildering number (about 400) and variety of PR consultancies to choose from, ranging from giants such as Charles Barker and Good Relations, down to the smallest one-man operation.

In such a relatively new area as PR consultancies, it is not surprising that there are many small operators and these should not be ruled out simply because they are small.

What clues are there in choosing the right consultancy? The most obvious step to take is to scrutinise the consultancies' client list and specified areas of interest. Most of the large consultancies can claim to cover all the main areas—but there may be areas where they are weak simply because they are large, while a small consultancy may have considerably more expertise in this field.

Beware, however, of being impressed by a consultancy's client list just because it carries some major companies on it. The consultancy could be working for only a small part of the company, or one specific product launch, and you could find three or four consultancies all claiming to represent the major client.

Consultancies that do not cover the area of PR that is immediately of interest should not be disqualified out of hand, since they may wish to expand into this area and might bring a fresh approach that more established consultancies in the field do not have.

The reasons

The Public Relations Consultants Association stresses that companies should be well aware of what they want before employing a PR consultancy. "Your real reason for seeking a public relations consultancy is presumably because you want to achieve something: to increase sales, for instance, or to get the site of a proposed airport moved, or to fight a takeover bid, or to get a Private Members' Bill through Parliament. These are clear objectives.

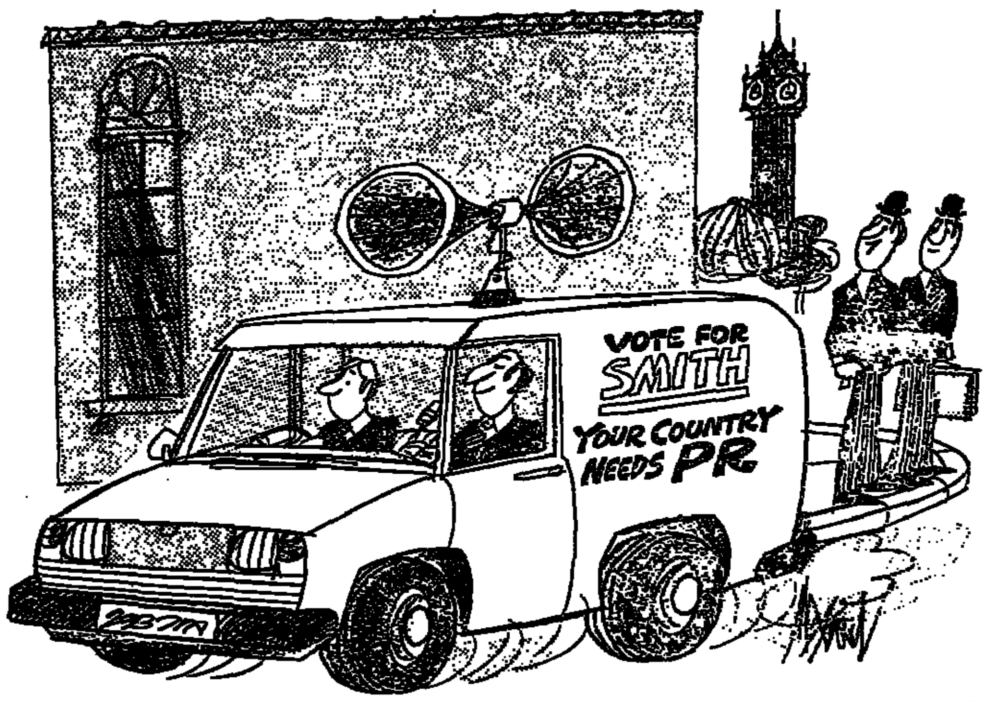
"The all-too frequent objective of 'improving the image' will as likely as not lead to a form of publicity shadow-boxing: press receptions without much of a story; articles that are not really read; and much effort with little result."

The PRCA summarises the steps to take when choosing a consultancy. Firstly, make a short list of consultancies from data which can be obtained from the PRCA, taking account of the client list, special areas of interest, international connections as well as using more informal contacts with colleagues in other companies and through trade associations.

Secondly, companies should have clear objectives of what they want from a public relations programme. Next, make initial contacts with four or five consultancies with these objectives in mind.

After contact has been made with the short list consultancies, the PRCA suggests looking for consultants who make a clear assessment of the contribution of public relations to achieving these objectives and who formulate a concise and interesting strategy. Look for people who can "carry out the five functions of ideas, action, continuity, control and review." Then clearly set out the time the consultancy is budgeting for a given programme and a given level of expenditure.

"The results of the right working partnership with an organisation whose business is plain speaking can be superb," adds the PRCA.



"These days it's more likely to mean Public Relations than Proportional Representation"

Antony Thorncroft reports on one of the major growth areas

In the specialist world of lobbying

DESPITE THE ambitions of the present Government to get off the backs of business, companies are finding increasingly that their activities are being influenced, for good or usually ill, by the decisions of parliament, both British and European, and local authorities.

Not surprisingly one of the major growth areas in public relations in recent years has been political PR, or public affairs PR, or Issues Management, as Burson-Marsteller, one of the companies involved, prefers to call it.

The basic premise of political, in its widest sense, PR, is that companies usually wake up too late to the deleterious impact of new legislation on their affairs. If they were kept better informed about developments in political thinking, and of proposed legislation before it was enacted, they would be in a better position to influence the Government. Specialists exist to offer such guidance.

At one time political PR had rather a bad name: there was the occasional scandal, usually involving a foreign government. Now it is a much more sophisticated affair, extending at one level from the supply to companies on a daily basis of information culled from transactions in the Houses of Parliament, the Select Committees, and the EEC, on issues which affect their business, with an analysis of the implications, to fully fledged lobbying exercises with the aim of removing or changing government (or local authority) decisions.

Lobbying in the UK is a very pale shadow of the situation in Washington where it is a big regulated and powerful occupation. There are probably not more than a dozen companies specialising in public affairs PR here and they range from single operators, like Christine Stewart Munro, to Charles Barker, the biggest PR company, which has a department over a dozen strong, with over a hundred clients, most of whom take the information service for the minimum £1,500 a year. Some companies have MPs on their boards, or as consultants, but this is revealed on the register of MPs interests and all the political lobbyists believe their activities are so much for the public good that they would welcome more public accountability.

A common theme of the lobbyists is that MPs, civil servants, and councillors need as much information as possible on which to make decisions and that they are delighted to receive background data on topical issues. Often PR companies adopt the shotgun approach, showering every MP with weighty documentation which disappears into the waste paper basket along with dozens of similar mailing shots.

The specialist political companies pinpoint the MPs who are relevant to their clients' aims. They arrange lunches and meetings, tours of the factory and supply the busy MPs with much needed information. They open the eyes of industry to the intricacies of political life, advising when and where pressure should be applied, and helping to put their clients case in the best possible light.

Successes

Sometimes the lobbyists can be remarkably successful. Burson-Martseller claims among its successes the campaign which removed excise duty from Angostura bitters. It also worked for Marconi last year, informing civil servants, journalists and MPs about the advantages of its Stingray torpedo and helped to win a contract. At the local level it made the case to journalists and councillors for Macdonalds which was meeting much opposition from residents of Hampstead who objected to its fast food restaurant in their smart High Street.

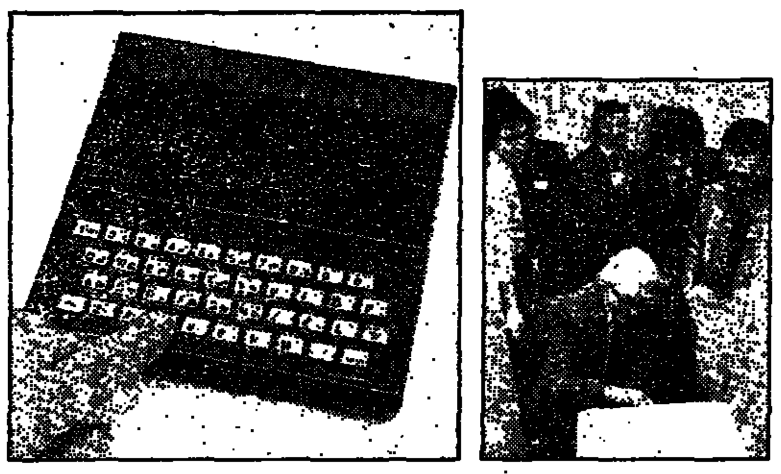
Among Charles Barker's triumphs was a part in removing North Sea gas fields from the Petroleum Revenue Tax, a great benefit to client Amoco. It was also active in getting the tax on Derv reduced, which pleased the Freight Transport Association. It is trying now to lower the duty on matches and mechanical lighters, much increased in the Budget, arguing that the law of diminishing returns has set in. At Charles Barker they are great believers in trying to influence MPs at the Select Committee stage: when legislation arrives on the floor of the House it is much harder to change.

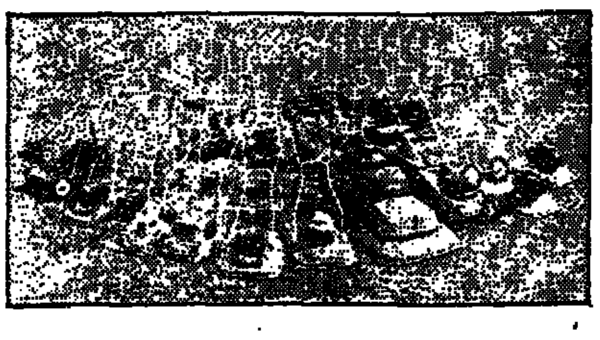
Times are changing in the world of PR. The older generation of former lobby correspondents or long-term political insiders is making way for a fresh wave of bright young men, and women, who learned the trade as assistants to top politicians.

GJW Government Relations is run by three such tyros who were formerly advisers to Messrs. Callaghan, Heath and Steel. They discovered there how companies tried to influence their bosses and reckoned they did it badly. Two years ago they established their own consultancy and have eight clients.

One is Dickie Dirts which is campaigning for longer retailing hours. A Bill in the Lords, under the aegis of Lady Trumpington is attempting to reform the law. (GJW think the Lords is often the best place to get ideas aired and changes on the agenda. It also believes that top civil servants are often the key people to contact at an early stage of any campaign.)

As Parliament changes, with more power going to Select Committees and decision-making getting more diffuse—the need for industry to receive advice on how to get its view across becomes ever more pressing. In the main companies make such a poor fist of handling their own relations with Government that PR has an opportunity here which it must learn to exploit even more.





Nicholas Leslie on the effects of social change

Displaying the best corporate profile

FOR A number of agencies *specialising in financial and* corporate public relations the past two or three years has been anything but a period of recession. *Income and profits* have risen strongly and new *services have been introduced*, with a consequent expansion of staff.

For others it had been a more *difficult period, with either* significant shake-ups involving *key directors moving on to new* pastures or mergers taking *place and some established* names disappearing.

To a large extent this has been a reflection of the way that the nature of corporate and financial PR has been evolving, not only within agencies themselves, but also inside those companies that are existing or potential clients. Today, companies are for the most part no longer interested in merely seeing their names mentioned in national newspapers and specialist press.

Social change has brought with it the pressure on com*panies to be more accountable* not only to their shareholders, but also to employees, unions, various pressure groups and the public in general. At the same time, many are dealing on a more international scale and are raising capital and loans in various overseas markets.

As a consequence they believe there is a need for greater recognition of not only their products and services but also their corporate objectives and style. Public relations is seen as one of the tools that can be used in this respect.

The pressure for greater and broader expertise has caused considerable problems for some agencies, but has opened up numerous *opportunities* for others—and some have been rising to the challenge.

Corporate and financial PR is *still a relatively young indus*try, born largely out of the fin*ancial advertising industry and* staffed in the early 1960s in *part by a sprinkling of what* one agency director describes as financial advertising "no hopers."

Certainly in those earlier days PR agencies were viewed with circumspection not only by the clients they sought, but also by the Press. Indeed, the suspicious linger on even today. After all, what is corporate and financial PR really for and, given that *the price can be considerable*, is it cost effective?

The agencies have no uniform answer to the first point, though *they are* united, not surprisingly, in saying that the cost *produces a good return.* Each agency tends to have a particular definition and approach. But there are some common strands.

For example, companies use financial PR, according to John Duncan of Dewe Rogerson, because "they are trying to achieve a recognition of their financial standing and positioning because they want to see themselves well rated in the market." That is a view broadly shared by others like Alastair Campbell-Harris at Streets Financial, and Peter Gummer at *Shandwick Consultants—though* Gummer does not differentiate *between financial and corporate* PR. "We have a resource of *people who can help business in* different ways. I don't worry about labels. A client comes to us when he has a problem. We *try to solve it.*"

"Just hang on while I ring our PR people to see how this should be presented"

Agencies help companies attain market recognition in a number of ways: advising on the form and presentation of financial results and to whom they should be sent; organising regular briefings and seminars and visits to companies.

These days it is not only shareholders who are courted by companies. So also are stockbrokers' analysts, institutions such as pension funds, insurance companies and investment trusts, which have vast and ever increasing resources to invest.

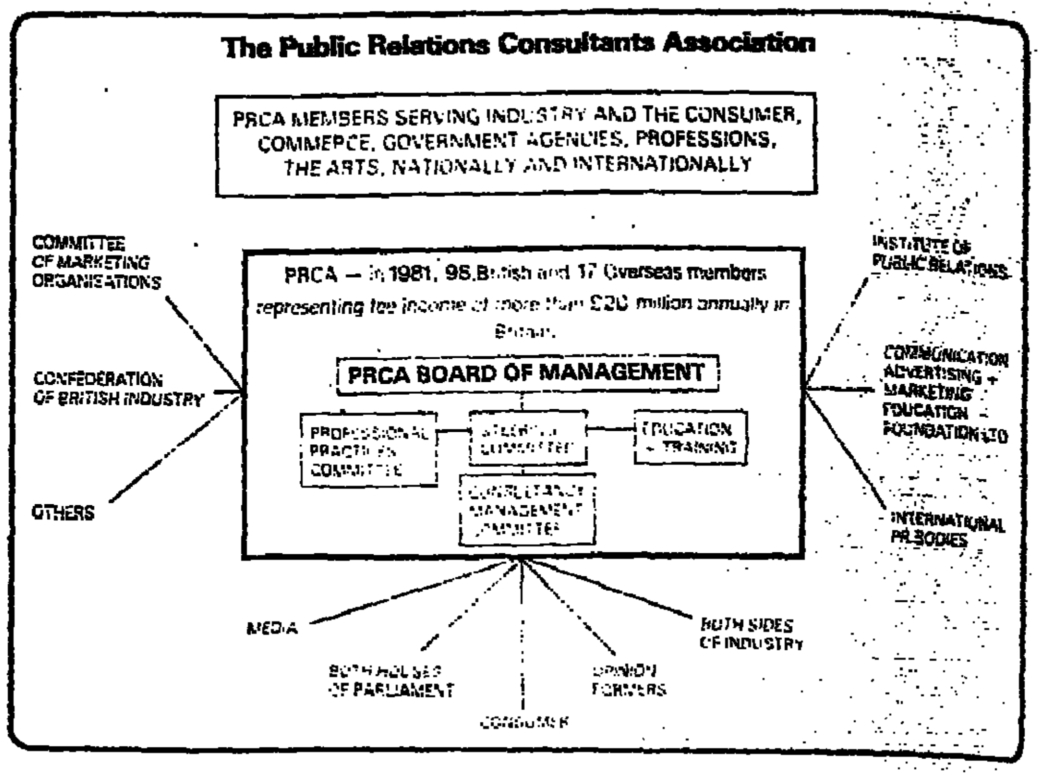
At the same time companies *are* expanding overseas either by acquisition or by setting up their own operations and they believe—and are certainly led to believe—that they have a better chance of success if their corporate objectives are widely understood in each business community they enter and elsewhere—and, increasingly, that includes political circles.

Much of an agency's time will be spent merely advising a company how best to approach a given situation—be it a takeover, presentation of financial results, disclosure of management changes, corporate restructuring, raising money or—if it is a private company—how to approach a public flotation of their shares. Much of the rest *of their time is devoted to* organising the consequent *strategy and putting it into* effect.

Agencies stress that they are not taking on the role tradi*tionally associated* with, say, stockbrokers and merchant *banks, but are an adjunct to* them. But they also claim that top management *increasingly* calls them in at a much earlier *stage in, say,* negotiations for a takeover.

They reckon there is a recognition of the greater com*petence of agencies to handle a* diversity of situations—a reflec*tion of the range of people now* working in the larger agencies *in particular.* Today, *former* specialist financial and business journalists, bankers, stockbrokers, accountants, chartered surveyors and qualified company secretaries are to be found in the major agencies like those already mentioned, as well as Charles Barker, CIPS, Good Relations and Burson Marsteller.

The growth of corporate and financial PR is perhaps also a *consequence of another* development. Business generally is under pressure to raise its public profile and improve its management. PR can be a means by which management displays what it believes to be the fruits of its competence. At one time PR had the reputation of massaging the egos of its clients. That has not totally disappeared, but the audience has become too large and too wise for window dressing to be so widely practised.



Standard-bearer for the industry

ONE OF the key reasons for the growth of public relations *as a separate and thriving* business sector has been the *guidance offered by the* Public Relations Consultants Association. The association, formed in 1969, now has some 98 members in *the* UK—*about* a quarter of the total number of PR consultancies—with a further 17 members based overseas.

The association has been responsible for improving the standards of service offered by member consultancies with the result that many companies now deliberately seek consultancy advice from PRCA members only.

This raising of standards has been aided by the Code of Consultancy Practice, which defines the qualifications and obligations of a public relations consultancy and its relations with its clients, and sets up an accepted standard of professional practice. The association's board of management appoints a disciplinary committee to handle any breaches of the code by members.

The code, which has 15 articles, includes such guidance as "a member firm shall not negotiate, propose, or agree terms with a client or a prospective client on the basis of fees being contingent upon specific achievements."

Another article says: "A member firm *shall* not propose to clients any action which would constitute an improper *influence* on organs of government or legislation."

The association is governed by a board of management under a chairman serving a two-year term. The present *chairman is Duncan McLeish.* The board has 15 members, from both large and small consultancies.

Executive decisions are taken by the steering com*mittee, which* meets monthly and puts forward recommendations to the quarterly board meeting. There are also special committees concerned with professional practices, consultancy management, education and training.

Membership criteria is strictly controlled to ensure that standards are maintained. Potential members have to give detailed information on the background of all partners or directors, services have to be categorised, and any outside interest — such as a newspaper stake in the consultancy — has to be declared. Complete lists of the consultancy's existing clients have to be given, with the date on which the consultancy started working for them.

Financial details for a three-year period are also requested by the association: those consultancies with a shorter than three year existence can only become associate members. Membership also requires endorsement from two existing association members.

The association publishes an annual register of its members giving full details of each consultancy to help prospective clients choose an appropriate consultancy. The association also publishes guidance papers and booklets on all aspects of consultancy work, as well as a public relations yearbook in association with the Financial Times.

Today's conference is an annual event organised by the association.

Regular research into consultancy costs and salary scales is also carried out by the association

David Churchill

Institute of Public Relations

THE INSTITUTE of Public Relations was set up in 1948 with the aim of promoting "the development, recognition, and understanding of public relations," and to "establish and prescribe standards of professional and ethical conduct."

The institute is a professional association for people in the public relations sector and membership is open to various grades — student, affiliate, associate, member, or fellow. The institute has its own code of ethics and provides assistance *to members in advice*, information, and education. *It is a member of the CAM* (Communications Advertising and Marketing) education foundation which sets course studies and examinations for the CAM diploma in public relations.

It also has a policy of setting up groups catering for special interests, covering local government, consultants, and the City and financial public relations. There are also active area groups throughout the country.

D. C.

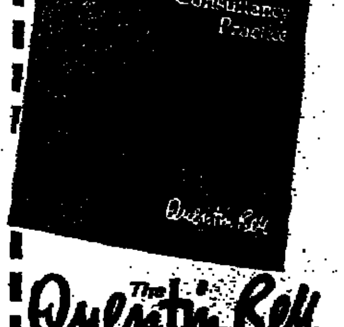
Training needs

THE EDUCATION and Training Committee of the Public Relations Consultants' Association is collaborating with the Institute of Public Relations and CAM Foundation (Communications, advertising and Marketing) to determine the training needs for entrance into the PR business in the light of changing client-needs.

The business has coped with a lack of formal training, which means that some PR companies have instituted internal training schemes — "but only large companies can afford to do this," comments Anne Dickinson of Kingsway, one of the UK's largest independent PR companies, and vice-chairman of the PRCA.

Another large company with an in-house training programme is Burson-Marsteller which arranges workshops on account-handling, audio-visual presentations, marketing Press relations, market research, print and production techniques.

MICHAEL WILTSHIRE



Travel: a magic circle of agencies

FEW AREAS of public relations reflect the drama and complexity of the business more fully than the specialist sector of travel. Other business fields rarely have two peak viewing television shows devoted to them (ITV's Wish You Were Here and BBC's Holiday programmes); with the possible exception of property no other business activity has more pre-allocated newspaper and magazine space; and, perhaps more alarming for those involved in travel, few stories excite newsdesks more than travel stories.

Defensive PR, the art of making the best of a bad job. is taken to the level of an art form at times.

Yet Press relations are but part of the travel PR. "I don't know of any other field which gives the executive such a wide range of activity on a regular basis," says Biss Lancaster's Adele Biss. It is an area which involves intensive political lobbying; an active involvement in customer and trade relations; a more than usual close involvement in overall market stance; and the delegation of considerable decision making power the PR arm.

It is hardly surprising therefore that travel PR is concentrated in relatively few hands, considering that the overall incoming and outgoing international tourism turnover of the UK will approach £5bn this year.

There are probably no more than a dozen companies which have any appreciable name in the sector. By and large the bigger general PR organisations have failed to make any real impact—with the notable exceptions for example of Charles Barker (Butlins, Ireland, American Express) and Biss Lancaster (the Association of British Travel Agents, Pickfords)—it is the smaller specialists who predominate.

Acid test

The acid test for a real involvement in travel PR is attendance at one or more of the major travel events of the year, probably the ABTA convention, the ITB (International Travel Bourse) in Berlin and the World Travel Market in that order.

It is hardly surprising that many of the major accounts, if they move at all, tend to move with the magic circle of agencies which pass this test. Most of them tend to be small, perhaps two or three executives, and most have a long-standing knowledge of the intricacies of the travel business. The PR agency that pitches for an account without knowing about IATA, ABTA, TOSG, ASTA, TOC, CAA, Apex and UFTAA and their often convoluted inter-relationships is in for a frosty reception.

Thus the business is dominated by such companies as Travel Press Service, Fleet, Rosamunde Bern, Centrehurst, Intercommunication, Stuart Hulse Associates, Ian Raitt and Joan Scott.

These and the half dozen similar organisations which are closely involved with travel find themselves in an odd world. One moment they are building dreams and the next there is a 2 am telephone call about a jet crash, an overbooked hotel or a cholera epidemic.

Rosamunde Bern, the cheerful head of an all-female PR outfit that handles Britain's Association of Independent Tour Operators as well as market giant Intasun, remembers 1981 with an occasional shudder, for example.

In March there was an outbreak of Legionnaire's Disease at an Intasun hotel in Benidorm. The first headlines were a PR's nightmare. "We arranged for Intasun's chief executive to make statements to the Press, national and local newspapers and television about their offer of an airlift and changing hotel guests to other hotels. We also manned the telephones for 24 hours a day to answer Press queries," says Bern. The consultancy shipped national daily and Sunday reporters to Benidorm, particularly medical writers, and gradually the coverage swung into Intasun's favour.

Arthur Sandles

CASE STUDY

Brightening the can's image

CORPORATE ADVERTISING and corporate public relations have been growing rapidly recently as companies realise that their image is vital in attracting customers and employees and in getting governments and local authorities to take them seriously.

At Burson—Marsteller there is an eight-strong team working on corporate image-polishing, and last year the consultancy took on an assignment for the leading manufacturers of cans in the country which is one of the costliest and most ambitious PR accounts in the UK.

Basically, the big five can-makers, who account for 80 per cent of all can production, were getting worried by the new packaging developments of their arch rivals the glass-makers, particularly in the key area of beer and soft drink containers, their biggest market and worth £200m a year.

The glass companies were united in the Glass Manufacturers Federation and were having some success with their own PR campaign. In addition, PVC containers were increasing in popularity.

After receiving ten presentations the canmakers appointed Burson—Marsteller to make the case for the can. It is a £250,000 account and the PR consultancy had the power to appoint an advertising agency and oversee the advertising element in the campaign. Not surprisingly, the Marsteller agency was appointed to handle the advertising.

The first task was to devise a more attractive public face for an object which was being taken very much for granted, if not seen as positively boring. The consultancy came up with a slogan "The Can Makers Definitely Can" in jaunty red and blue colours and set about, as the first part of the campaign, concentrating on the few hundred key buyers and supermarket managers who bought the bulk of beer and soft drinks for retail sale.

Last September they were personally informed of the arrival of The Can Makers by letter, by a reception, and by advertising in their trade press. Contact is being maintained through a quarterly periodical *The Can Makers Bulletin*, and leading can buyers are being urged to take advantage of the Can Makers Information Service which has been opened in the PR company's offices.

In the past there was little statistical information about the container industry, which allowed the competing forms of packaging makers to hurl conflicting figures at each other. Burson—Marsteller has commissioned a public attitude survey through Gallup and got its members to supply data. This *may not solve all the arguments* but at the very least it enables the can makers to present a case.

Apart from creating a brighter image and an information service the consultancy is ensuring that a succession of can stories is paraded before the market. For example it is publicising the new quarter litre cans that are being introduced and is ready to promote wine in cans if tests on this product prove successful.

It is helping to persuade supermarket and such big can users as Coca Cola to co-operate on store space allocation tests which might prove that, with more promotion, cans outperform the competition.

More important initiatives are efforts to increase the use of canned beverages in vending machines and to push can recycling—a direct counter to the success of the bottlemakers with their "bottle banks," another effective PR campaign.

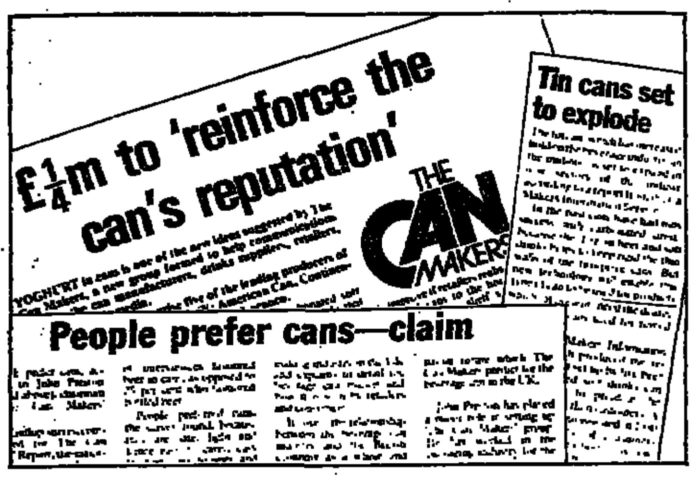
In the U.S. there are 750,000 vending machines which dispense soft drinks, in Japan over 1m; in the UK there are just a thousand, and as part of a campaign to open up this market three of the can makers are offering to match money spent by can fillers on the purchase or lease of vending machines for soft drinks. Over £100,000 will be available through the scheme, which is being master-minded from the Burson—Marsteller offices.

Even more far-reaching is a £2m plan to increase the recycling of cans. The can industry has some recycling schemes — Alcoa's "Cash-a-can project pays the public 40p per kilogramme to return aluminium cans, but now a major programme involving can consumer collection schemes in 20 cities is underway, based on an experiment in Leeds, where charities receive £5 a tonne for cans returned. The ambition of the can makers is that the total recovery of cans will rise from 1,700m to 2,600m by 1984-5.

It is too soon to see any tangible results from the can makers. Perhaps not the least of its achievements is bringing the canning industry together to look at the problems they collectively face and prodding them to respond.

To date many of the new ideas are reactions to the competition, understandable under the circumstances. If Burson—Marsteller can make the can interesting and desirable to the public while supplying an information service to industry, it will have deserved its fee: so far the client is happy enough to sign on for another year.

Antony Thorncroft



£¼m to 'reinforce the can's reputation'

Tin cans set to explode

People prefer cans—claim

One way of devising a more attractive public face for the humble can

CASE STUDY

It pays to be colourful with paint

Crown, part of Reed International, is stirring up the £260m do-it-yourself sector of the paint market with a sales-boosting innovation called Match Pots, which could give Crown the chance to overtake the longtime market leader, ICI's Dulux.

CROWN MATCHPOTS: IS THIS THE PAINT REVOLUTION?

Mini paints from Crown

POT SHOT AT PAINTING

In the good ideas category I thought Crown Paints won top marks for their introduction of 75ml packs of paint. The idea is to replace those tiny colour strips by giving you the chance to see what the colour really looks like on the wall.

Crown stirs up paint sales with Match Pots

Headline grabbing helped to project Crown's new Matchpots showing the range of colours in paint

Crown is the number two in the paint market, some way behind ICI's brands: it has *to try* harder. In particular in the summer of 1980 it was worried by research which suggested that Crown was seen by the public to be poor on colour, especially in its range on offer.

In its attempts to meet this gap it came up with an idea which has not only helped the brand to increase its market share *but also* made an obvious contribution to consumer satisfaction. It is an idea which has been promoted mainly by public relations.

A series of meetings involving Crown, its advertising agencies, its promotional company and PR consultants, Charles Barker Lyons, brought forth Matchpots, small pots of paints, 75 ml in size and costing just 25p, which much more adequately than the conventional colour chips enabled customers to test whether the colour they bought was the colour they really wanted for home decoration. If it measured up when they got it home they could confidently buy the 2½ litre big pots of paint — and get their 25p back as a discount off the price during the introductory period at least.

Matchpots were launched through public relations in March 1981 and supported a month later with advertising from J. Walter Thompson. There was a presentation to the trade and consumer press and exclusive stories were developed for the nationals. To make sure of a publicity success the PR company hired Paul Daniels, and the premises of the Magic Circle, for the launch. Daniels also performed before the major retail buyers at the JWT agency. The fee of £5,000 for the two days was earned many times over in editorial column inches. Daniels actually devised a trick involving a Matchpot — and a £10 note, and his name on the press invitations certainly increased interest in what might have been seen as another routine press conference.

To keep the momentum going Charles Barker Lyons arranged some "research" exercises which were bound to attract publicity. The first was "The Great British Bedroom," which involved famous names as well as the public at large, quizzed through a Gallup Poll. The revelation that the nation considered pink to be the sexiest colour for a bedroom collected a mass of press cuttings, and was followed up by the television programme "That's Life." It was an obvious technique but at least people were thinking about colour, and paint, and perhaps Crown, too.

Last year Charles Barker embarked on some even more blatant headline grabbing for Crown, encouraged by the success of the bedroom idea. It got Gallup to conduct a survey into "The smallest room in the house." As well as discovering that most lavatories were painted blue—18 per cent, followed by white and green, it used the research time to ask people everything you might want to know, and more, about the lavatory.

Some of the data would undoubtedly interest sociologists—that "loo" was the favourite descriptive word in London, but only used by 10 per cent in the north east. Toilet has become the vernacular word, employed by 80 per cent.

In London, 30 per cent of homes have two lavatories, while in Lancashire 20 per cent are still outside the house. With questions about bidet ownership (7 per cent) locking the door (43 per cent don't bother) and occupations while there (20 per cent read). Charles Barker was certain to get a wide range of editorial coverage, as well as picking up the odd fact, such as that 70 per cent of Scots buy matching accessories for their lavatories, which might be useful to its client.

Such exercises might fall into the category of phoney and contrived PR stories but in this case Charles Barker could justify the expense by producing new information of wide popular interest and by not taking the research too seriously.

In such a competitive business as paint, which is almost a commodity market, it is probably naive to be anything but brazen. Another Charles Barker exercise for Crown was to offer a £30,000 house through a competition in the Star and the Daily Express at the time of the Matchpot launch. It attracted 70,000 entries and the PR company was able to produce the kind of statistic loved by PR companies—that the brand name Crown was printed 30m times during the promotion.

The results from this brash campaign are impressive. In the first three months 3m Matchpots were sold (although not many were redeemed), and Crown's share of the emulsion paint sector rose by 3 per cent to almost 19 per cent. More important perhaps 1,000 new stockists took Crown's paints because of Matchpots — they were offered a good deal on the little pots, which managed a profit for all concerned even at 25p.

There are now 22 colours in the Matchpot range in two finishes and Crown intends to stick with the idea. It will take a long time to bring colour into a paint market where white still holds over a half of sales but, for Crown, the colours are taking trade away from ICI and improving its image at the same time.

A. T.

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

How Jaguar recharged its batteries

Kenneth Gooding reports on the BL subsidiary's efforts to regain market share

THE AMERICAN car market may be in deep recession, but Jaguar is bucking the trend. The company revealed at the beginning of this week that its U.S. sales are expected to double this year to about 9,000, which will be worth a welcome £120m to its hard-pressed parent, BL.

Graham Whitehead, president of BL's American subsidiary, says the upsurge, from an admittedly low base, has resulted not only from the recent continuity in supply from Jaguar's British factories—thanks largely to the lack of disruptive labour disputes—but also from a sharp improvement in the quality of the cars themselves.

And John Egan, who took over as chairman of Jaguar when it was split off as a separate company in April 1980, maintains "we had a modern, world-class car before. All we had to do was improve the quality and reliability." Now he is sufficiently confident to be planning a "re-launch" of the marque in continental Europe this summer.

Debate

Egan's quality improvement programme was the outcome of an organised debate within BL at the end of the 1970s about the future of Jaguar. It was losing money—about £20m in 1980—and output was at the lowest level in recent history, 14,500 a year compared with the 25,000 capacity.

Today Jaguar is one of the BL companies which can boast a marked recovery. Output, which in the bad days had sunk to 250 a week, was up to 510 by January.

Such has been the recovery that Jaguar has had to start recruiting again. Having slashed the workforce from 10,200 to 6,500 to help produce a 50 per cent improvement in productivity, the company has just signed on 75 people, the first of a batch of 400 to be taken on over the next couple of months.

When Egan took over two years ago his "grand strategy" had three strands: to investigate whether the cars were engineered to be reliable; to make sure they were being built with care; and to make sure that the suppliers were playing their part — Jaguar buys from outside companies about 55 per cent of the components it requires, including 15 per cent from overseas.

Egan set up what he dubbed "Quality Action" groups whose responsibilities vary according to the seriousness of the problem. More minor quality matters are dealt with by the area managers' group, which liaises with plant directors forming a "Level One" action group. More serious problems are dealt with by a "Level Two" action group chaired by David Fielden, director of quality and a Jaguar Board member. Ultimate responsibility for major problems and action lies with Egan, the chairman and chief executive, in the "Level Three" group which also monitors the activities and progress of the other quality groups.

In order to provide a degree of independent insight into quality requirements, the technical process audit facilities of a sister company, BL Technology, are used.

During the vital initial phase of this programme, a task force involving personnel from service, manufacturing and quality, with full engineering back-up implemented the actions recommended by the groups.

John Egan: "All we had to do was improve quality and reliability"

Egan says the task force approach was used to make sure that quality related modifications and process changes were introduced as quickly as possible. This proved so successful that the task force was disbanded at the end of last year, allowing the restructured quality organisation to continue on a permanent basis.

The research involved a great deal of interviewing of dealers, customers, service engineers and foremen in the Jaguar factories. Jaguar examined carefully Mercedes and BMW cars to compare their major competitors' vehicles with the ones it was producing.

To make the point to the Jaguar workforce that more care was needed when the cars were being produced, Egan decided to use a series of professionally made video programmes which were shown to all employees—in groups of about 200 — at three-monthly intervals. Jaguar executives were at the showings to handle any questions.

During one of the early video sessions the idea of quality circles was floated. Egan suggests there was "an explosion of interest. The idea caught hold and spread rapidly through all our plants."

Today, Jaguar has 50 circles established at its three plants in the West Midlands — Browns Lane, Radford and Castle Bromwich — involving more than 300 people. This is believed to be one of the largest concentrations of such circles in British industry. Membership is drawn from shop stewards, supervisors, inspectors and hourly paid operatives.

One example of their success concerns the Jaguar's boot lid. this has a rubber stop to take the impact when it is slammed down, but it was fixed in the wrong position. When the lid was closed firmly, paint along the edge of the boot developed hair-line cracks. Some of the men on the production line understood the problem and pointed it out. The rubber stop was moved slightly, and the problem was solved.

When Jaguar examined the performance of its 1,700 suppliers it concluded that they, as a group, could be held responsible for 60 per cent of its own quality and reliability problems—obviously an intolerable situation.

Problem suppliers, West German companies among them, were told they must improve or lose the business. And, of the half a dozen suppliers actually dropped as a result of the campaign, one was a Japanese supplier of a radio aerial lifting device which was replaced by another Japanese product.

"Our suppliers and ourselves should have common cause to produce a product that is fit for the purpose for which it is designed," Egan maintains. "And just as the benefits should be evenly spread, so should the pain. We defined for each product what we considered was the marketable, saleable quality. Any failures associated with them being worse than that had to be borne fully by the suppliers.

"Nobody gets a contract from us now unless they agree to this. If they sell us a bad product they pay for everything. They pay for our testing it, for reclaiming it from our factory and for shipping the rubbish back. And out in the field they pay for the replacement of the part and the dealer's labour associated with that.

"So as not to frighten people to death, with our major suppliers where we had problems we set up task forces so that they could delve deeply into our organisation. Very many of the task forces have been disbanded now, having accomplished what they set out to do.

"It has been an extremely fruitful way of doing business. You cannot achieve high quality in an adversary situation. You have to work absolutely and completely together."

When Egan took over, the rejection rate for some major components was over 50 per cent. After the campaign, which lasted less than a year, the 50 was reduced to less than 1 per cent on certain orders.

At its three West Midlands plants—Browns Lane (above), Radford and Castle Bromwich—Jaguar now has a total of 50 quality circles involving over 300 people

Egan suggests the previous rejection rate reflected the fact that some British companies "had become fossilised. They had not moved with the times. What was acceptable in the 1950s was not acceptable in the 1980s."

Jaguar also learned lessons from the aircraft industry which met quality problems in the 1960s. These taught that there should be more precise specification of the material and functional requirements of the component, together with the quality and reliability procedures necessary for the supplier to maintain the design quality.

Egan says the extra costs have been far outweighed by the savings in warranty claims and the avoidance of customer and dealer dissatisfaction. Some of the suppliers with the worst component problem histories have now reached the required standards through Jaguar's new procedures.

"I was appalled by the attitude of some of our suppliers to quality, an attitude which percolated right through from board level. We are still having to spend too much time testing, going to their factories to sort out problems. It is too much for a company of our size."

However, Egan reckons that, judging by the method Jaguar uses to measure its quality performance—going out and asking the public what it thinks of its cars and those of its closest competitors BMW and Mercedes—"cars that were made two to three years ago were right at the bottom of the perceived quality league and we are now nicely placed well up the table."

He claims that Jaguar quality is now on a par with "one of our two German rivals."

Egan considers the time has come for the board to change from its initial "evangelical" style where it preached the quality gospel and converted the unbelievers, to one which is more conventional.

"The directors have done an awful lot of work themselves but the keynote for the past few months has been delegation—getting a lot more people into the act. We have been majoring on getting the right committee structures and the right decision-making structures and the right procedures to make it a more professional company. But the keynote is delegation."

Jaguar cars are now in short supply again. "But it would be pointless to increase the volume output and let quality suffer. More important, we must build up output at proper levels of productivity. We can't just throw more people in."

The re-launch on the Continent has been held back until the company has reached the level of output necessary to be able to meet anticipated dmand.

Jaguar is in the middle of a £100m investment programme for a replacement for the XJ6 saloon, called the XJ40, and for a new all-aluminium, slant-six engine to go into production in 1983.

The company seems to have passed the break-even level of production — unofficially estimated at 420 cars a week—and Egan recently indicated that he expected to be in the black again soon.

Book Review

Analysis of current cost accounting

Reporting Under CCA. A survey by Peat Marwick Mitchell and Co. of current cost accounting practice. Tolley, price £18.

MOST listed UK companies are now into at least their second year of reporting under the current cost accounting standard SSAP 16, but the subject is still to some extent experimental. The standard itself will be reviewed after three years of operation. This book apparently began as an internal project by Peat Marwick Mitchell to keep track of different practical responses by companies to SSAP 16, and has developed into a handsomely produced paperback volume published externally.

The survey is by no means confined to Peats' audit clients but covers the accounts of 107 major companies, including 80 of the 200 largest UK industrial companies, six clearing banks, and 21 other companies selected to give sectoral balance.

Any published analysis by firms of accountants tends to suffer from the need for them to pull their punches for professional and commercial reasons. However, there is some interesting discussion of such matters as whether 14 companies were justified in using longer asset lives in the current cost accounts than in the historical cost accounts, and why Coats Patons, all alone, deducted a different current cost tax charge. It will be interesting to see whether the next batch of CCA accounts, for the 1981 or 1981-82 reporting years, shows more or less variability.

At any rate, Peats see CCA becoming more common in management accounts, and do not consider that the negative attitude by the Inland Revenue need be a major factor holding back CCA. On the other hand, there could be a conflict between companies in industries which lend themselves to CCA, like manufacturers, and those which do not, such as dealers and traders.

Barry Riley

Business courses

European Technology Update—the ICL impact, London. May 10-11. Fee: £295 (plus VAT). Details from C/IS Communications/Information Systems, Regal House, Lower Road, Chorleywood, Rickmansworth, Hertfordshire WD3 5LQ.

The Materials Management Function—what is it and how to organise for the 1980s, London. May 25. Fee: £65 (plus VAT) members, £80 (plus VAT) non-members of the British Production and Inventory Control Society. Details from Seminar Secretary, BPCIS, 3 The Square, Sawbridgeworth, Hertfordshire.

Franchising for profit, London. May 12. Fee: £143.75 (£132.25 before April 21). Details from European Study Conferences, Kirby House, 31 High Street, East Uppingham, Rutland, Leicestershire LE15 9PY.

Project Financing, London. May 20-21. Fee: £395 (plus VAT). Details from AMR International, 6-10 Frederick Close, Stanhope Place, London W2 2HD.

Selecting and managing computer data entry systems, London. May 10-12. Fee: £360 (plus VAT). Details from Frost and Sullivan, 104-112 Marylebone Lane, London W1M 5FU.

The younger managers course, Berkhamsted. May 10-28. Fee: £1,720 (plus VAT). Details from Ashridge Management College, Berkhamsted, Hertfordshire HP4 1NS.

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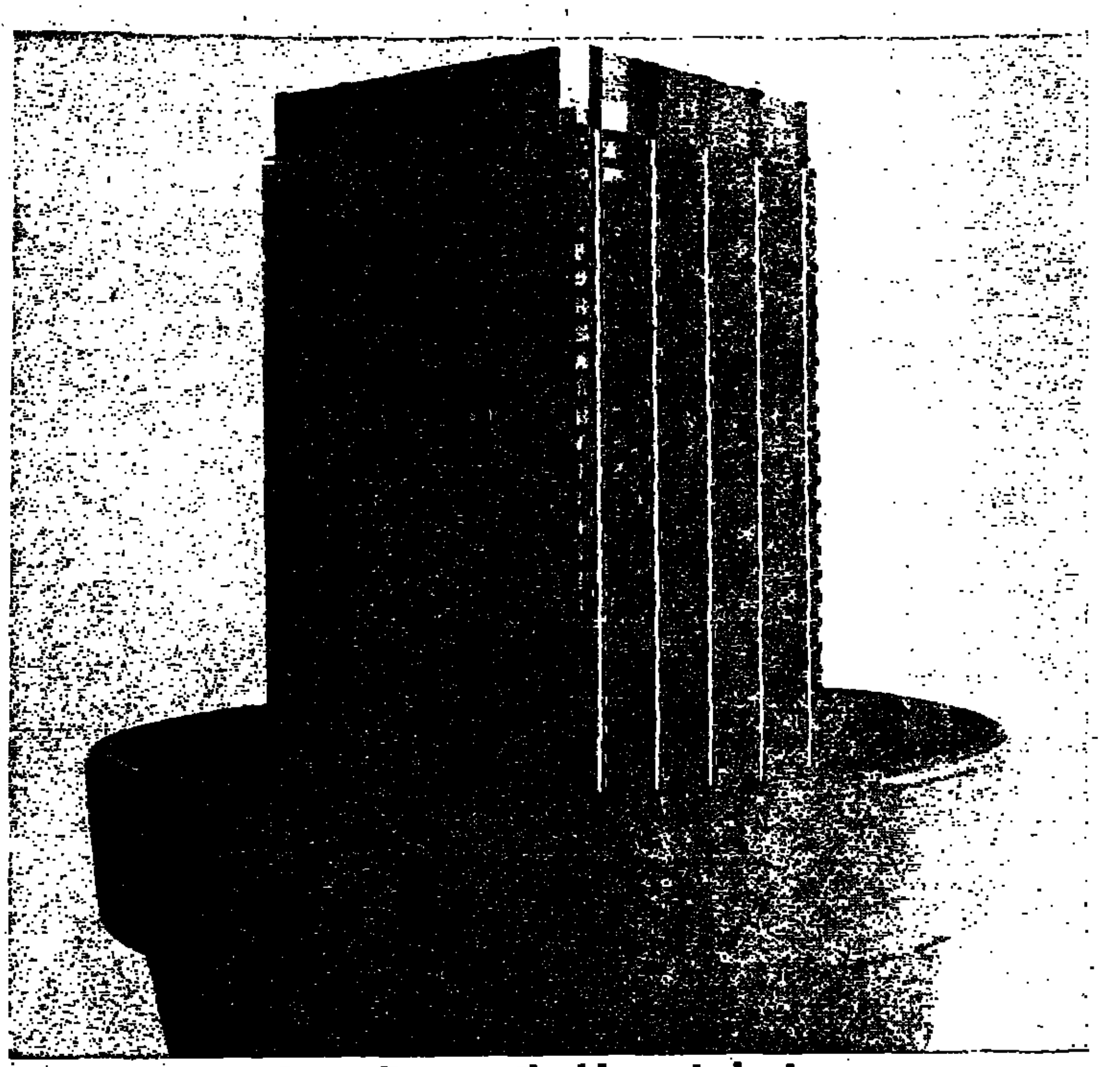
NEW YORK CITY
Make it where the market is

Financial Times
April 23 1982



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Brooklyn Union's New York

Brooklyn Union Gas

The Sizzle - and the Steak

The New York City Team: (l to r) Karen Gerard, David Rockefeller Mayor Koch, John Lindsay

Prosperity has a habit of breeding prosperity, as New York has recently found with a booming economy, a galloping real estate market, and a balanced municipal budget.

But rather than rest on these laurels, the city is renewing its efforts to help a sector that does not benefit from the glamorous image of the city and has, in fact, largely been perceived as no longer a part of the city's make-up. This is light manufacturing, a source of jobs and revenue to the city that, as Karen N. Gerard, Deputy Mayor for Economic Policy and Development, noted, "has been central to this city long before it was a financial centre."

The present city administration has pursued a policy of attracting light industry to New York with tax and loan concessions along with an educational campaign to prove that all New York City real estate is not going for $70 a square foot, and indeed, all of New York is not Manhattan.

Even when the glamour is discounted, New York has attractions distinctly suited to manufacturers concerned with more nitty gritty questions like labour costs, services, sites and transport needs. Emmanuel Greene, President of E. Greene & Company, a paper and plastic products concern, is delighted to be in New York for purely practical reasons. "I'm close to a great number of bridges, tunnels and freeways, to say nothing of my market — and all the other places would have meant longer hauls. I was the first into this area. Now I'm surrounded by trucking concerns which found out the same thing I did."

Besides sitting in the middle of the country's largest market, representing $130 bn of disposable annual income, New York has turned into a relative bargain, with skilled workers that cost less than their counterparts in other American cities (including the once-fabled "sunbelt") and a major inventory of sites that vary from custom-built industrial parks within the city to high-ceiling loft spaces in neighbourhoods housing the country's largest pool of skilled and unskilled labour.

"It's not well known," said Bernard L. Schwartz, the chairman and president of New York based defense contractor Loral Corporation, "but New York has the largest concentration of technical and engineering schools in the country. This city surpasses California or Boston. Loral is a technological company with an overwhelming number of technical people, and they come from New York neighbourhoods, high schools, colleges — Columbia, NYU, Pace, Brooklyn Polytech."

These advantages as proclaimed by satisfied New York business men and employers are the heart of the city's campaign, which, as administered by the Business Marketing Department of the New York City Chamber of Commerce and Industry, promises not only to make the city look good but also to help interested manufacturers find what they need and get what they can in tax abatements, incentives and labour training.

"We are working from a position of strength," noted Joseph A. Healey, the president of the New York Chamber of Commerce and Industry, under contract to the City of New York. "New York has enjoyed homogeneous and concentrated development in the service sector. This shows both the attractiveness of the city and at the same time the openings that exist in all the boroughs for opportunities in other industries, feeding off the same highly-valued labour market, investment inducements and the service industries that are already here."

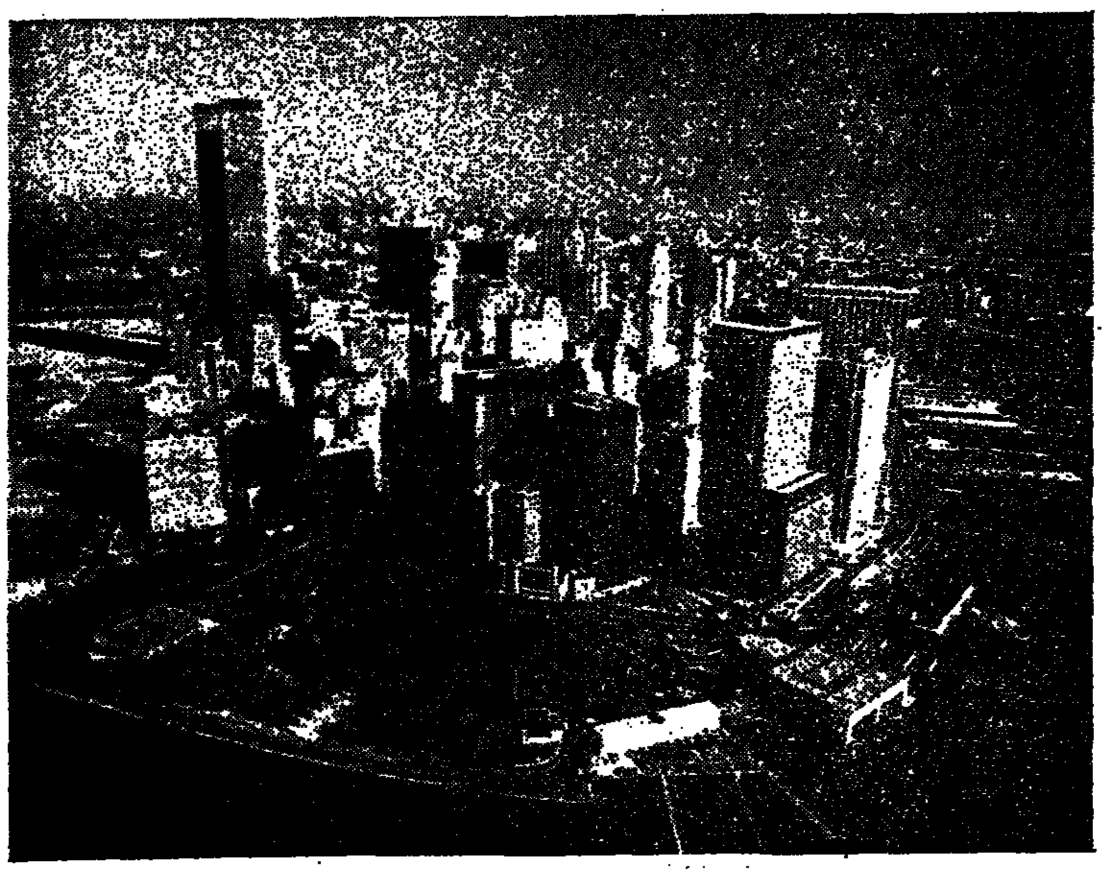
The health of New York City is giving an extra incentive to business and government to work hard now, when the city is thriving, to build a strong foundation for future growth, jobs and continued prosperity. This will result in manufacturing catching up with the phenomenal growth of the city as an international business and service centre, capable of supplying the needs of its own residents as well as, if not better than, it serves the rest of the world.

In connection with Philip Morris Inc's construction of a new world headquarters across the street from Grand Central Station in New York, the tobacco and brewing company's chairman George Weissman declared his allegiance to the city. "Since its founding *(in 1919), Philip Morris has had headquarters in* New York and has prospered from its accessibility to the city's outstanding communications, cultural and financial resources. These vital lifelines of commerce are of special value and major reasons for the unique appeal the city holds for its leading corporate citizens."

New York's present health, reflected in a city budget of $15,700 m (comparable to the Danish national budget) is allowing renewed investment in the city's superb but ageing transport, water supply and other basic amenities. The bankruptcy which faced the city early in the 70s taught New York some lessons that have seen it weather the American recession better than the country as a whole, with a budget that, in Deputy Mayor Gerard's words, "is growing far less than the rate of inflation and is limited to spending the resources we have." The cooperation among New York business, government and labour leaders helped pull the city up by its bootstraps. What was done by necessity has been continued in the same spirit of good will and mutual interest for the benefit of the city.

The Mayor of New York, the smiling and combative Ed Koch has been compared to the venerable taxi drivers of the city, who are street wise, feisty and uninhibited about their opinions and abilities. The city itself better fits the image of a more recently acquired attraction, the New York marathon, whose runners slog tenaciously to get the long slim muscles and extraordinary lung power needed to stay the rough course for the 26-mile race.

That course, which could go four times around Central Park in Manhattan, instead takes a panoramic circuitous all-borough route, starting on the Verrazano-Narrows Bridge in Staten Island and touching the beaches of Brooklyn, the family houses of Queens, and the Bronx's industrial setting before finishing up on a stretch that passes Harlem's stately townhouses, the grandiose apartment blocks of Fifth Avenue and finally a crowd-lined finish in Central Park. What is to marathoners a bone-aching tour of New York City's 300 square miles is to the rest of the world a chance to be in the centre of international trade and commerce, truly the crossroads of the world.



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The customer comes to you

Aside from the 17 million tourists who come to New York annually, the city hosts more than 900 conventions, or about three a day. But since most of them are multi-day affairs, noted Charles Gillette, the president of the New York Convention & Visitors Bureau, as many as 15 meet simultaneously. Conventions being held in New York in 1982 include the Pharmaceutical Manufacturers Association, the Exposition of Chemical Industries meeting at the 32,000 square-foot New York Coliseum, and the Annual Human Resources Conference, appropriately ensconced at the pampered setting of the Waldorf-Astoria.

Only a quarter of New York's visitors are conventioneers. For most people, the city offers the attraction of 400 theatres, 90 nightclubs and night spots, 120 museums and 400 art galleries. The most rarefied tastes can enjoy two major concert halls, Carnegie Hall and Avery Fisher Hall, one Metropolitan Opera House and ballet centres at the New York State Theatre and City Centre. With its own concerts, theatre and ballet, the Brooklyn Academy of Music affords more live performances than most cities' numerous culture halls.

Those who come to New York in October to run in the city's Marathon, among whom are numerous businessmen combining work and pleasure (though it is not always clear which is which), know the outdoor attractions of the city. Other fresh-air features of New York are free opera performances in the summer. The Metropolitan Opera and stars like Renata Scotto and Placido Domingo provide not only in Central Park but also in Brooklyn's Prospect Park, Staten Island's Snug Harbour, the Bronx's Co-op City and Queens' Cunningham Park.

Like Chemical Bank, which provides funding for the Metropolitan Opera's free summer performances (now *in their 16th year), many companies express their* commitment to New York through support of the arts.

New York City Marathon

Their participation in corporate memberships allows employees to belong to the city's major cultural institutions while many companies provide their own aesthetics, like the major art collection at the Chase Manhattan Bank and Philip Morris's new corporate headquarters on 42nd Street, which will house a sculpture wing of the Whitney Museum of American Art.

Such voluntary support of the arts helps sustain more than 125 museums in New York, which range in *subject matter from a medieval French cloister rebuilt* at the northern tip of Manhattan to the Museum of Broadcasting, an archive of the television networks where individuals can watch programmes covering the history of television on their own screens in the museum. Mammals haunt the great halls of the American Museum of Natural History on Central Park West while the Temple of Dendur was brought from the Nile to its own glass-enclosed wing of the Metropolitan Museum of Art on the other side of the park on Fifth Avenue.

Lower down on Fifth Avenue a more expensive expression of culture is obtainable from shops and department stores that range from the recognizable Gucci insignia on belts, shoes and handbags to the depths of obscure elephant-hide bracelets brought from Africa, along with similarly unique items from Polynesia, the Amazon and India. Further along Fifth Avenue the discount houses offer another type of shopping attraction, and by the time the intrepid shopper goes through Macy's, Gimbel's or Bloomingdale's there is little energy left for the unique boutiques and recycled wares available in Greenwich Village and the upper West Side.

As home to the United Nations, New York is as close to the whole world in microcosm as any one place could be. In the words of Charles Gillette of the New York Convention and Visitors Bureau, "You can take a culinary tour of the world in the restaurants of New York." *It is where the world comes to eat,* shop, enjoy themselves *and* do business.

New York — Entertainment Centre of the world

A message from the New York Chamber of Commerce and Industry

For those of us whose working lives have been spent in New York, the city presents not only unrivalled business opportunities but also a cultured and captivating environment in which to enjoy the fruits of our labours. If representing the City on a trade mission to Britain and Germany has to be considered a partisan affair, it is one of the least selfish imaginable, considering its underlying belief that others would want to share the experience of America's most exciting city.

The trade mission has the purpose of explaining the *advantages of New York City to your business.* David Rockefeller, Chairman of the Chamber, Karen N. Gerard, Deputy Mayor for Economic Policy and Development and John V. Lindsay, the City's Special Trade Representative will be accompanied by experts able to answer specific questions.

Our invitation outlines the schedule of the mission. Please mark it in your diary and reserve a place to hear more about why New York is the place to "Make it where the market is".

Joseph A. Healey — President.

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NEW YORK CITY
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BOROUGHS
Between the rivers and the deep blue sea

BROOKLYN

Once the principal suburb of Manhattan, Brooklyn would now rank as the fourth largest city in America, ahead of Philadelphia, San Francisco, Detroit and other better known metropolises less overshadowed by the dwarfing presence of Manhattan.

But the symbiosis with Manhattan also allows Brooklyn, as well as the other four boroughs of New York City, to deflect many big-city pressures that might have affected an atmosphere still able to glory in nineteenth-century townhouses, a 50 acre botanical garden, public golf courses and of course Coney Island. Outside of Cairo and London, Brooklyn has the world's greatest collection of ancient Egyptian treasures, the gift of one of many of Brooklyn's famed sea captains whose lookout-topped houses still stretch out along the fashionable riverside promenades of Brooklyn Heights.

Now the likes of Norman Mailer live where the sea captains once eyed the panorama of Manhattan and the open seas, and a restaurant is snuggled close to the base of the Brooklyn Bridge to give visitors more than a passing glance at what makes Brooklyn still an enviable and relaxed refuge from the pressure of Big Brother Manhattan.

QUEENS

Right behind Brooklyn, Queens would be America's fifth largest city on its own, and as New York's largest borough with a third of the city's total land area, it luxuriates along the northwest corner of Long Island. Providing most visitors' first view of New York as the site of both La Guardia and Kennedy Airports, Queens is an agglomeration of neighbourhoods that makes it a mini-United Nations. In fact, it was the site of the U.N. from 1946 to 1950 before the permanent headquarters were established in Manhattan.

Queens was also the site of New York's two World's Fairs, in 1939-40 and 1964-65. Its expansive territory includes the Jamaica Bay Wildlife Refuge and Gateway National Recreation Area with a long stretch of beach, as well as two nationally ranked race courses, Aqueduct and Belmont, and stadiums for baseball, football and tennis (site of the National Open Championships).

Named after Charles II's Queen Catherine of Braganza, the borough has long been a manufacturing site for some of America's most famous products, including Steinway pianos, Tiffany lamps and Marx Brothers comedies, with the brothers themselves living in the borough's elegant Richmond Hill section.

BRONX

Named for a 17th-century Swedish farmer called Broncks who had a 500-acre farm there, the Bronx was a rural outpost until transformed by the 20th century growth of New York. The subway lines that stretched up Manhattan and across its northern tip into the Bronx turned the area into the home of prosperous immigrants who were every bit as proud of their Grand Concourse addresses as other New Yorkers were of Park Avenue.

The five Boroughs of New York

Still home to the "Bronx Bombers," also known as the New York Yankees, the area became a stepping stone to suburban living when cars made Connecticut accessible to the immigrants' children. The borough's centre moved north toward the Connecticut border and its own rural attractions like the pier-side restaurants of City Island, a world-famous botanical garden, the unique Bronx Zoo, and the still highly regarded neighbourhoods of Riverdale and Co-op City.

STATEN ISLAND

Least expected of New York is its Staten Island, which has ranches, a Tibetan-art museum and all the attractions of country living within the confines of New York City. Still most easily accessible by ferry, its connection to the mainland was stunted until the 1964 building of the Verrazano-Narrows Bridge, which is longer than the Golden Gate and, indeed, is the longest suspension bridge in America.

Wild Asia Plaza, Bronx Zoo

MANHATTAN

Manhattan might have been where the city began with Peter Minuit's $24 purchase from the Manhattan Indians, but New York long ago outgrew the little island to become as diverse geographically as it is known to be demographically.

Still-rising mid-town Manhattan

LABOUR
Love's Labour's Won

The old news about the New York labour market is the abundance of skilled and semi-skilled workers, including a pool of available talent among welders, mechanics, electricians, plumbers, machine- and press-operators.

The new news is that in many of these key industrial jobs, New York labour is cheaper than it is in the once-ballyhooed sun belt of the American southwest. Reflecting average wage rises that went up by 52 percent in Dallas over the five year period 1975-80 compared to only 35 percent in New York City, the new wage comparisons gathered by the U.S. Bureau of Labour Statistics show a startling turnaround in the relative expense of labour to manufacturers in different parts of America.

Using 20 categories of clerical, manufacturing and maintenance jobs common to a number of businesses, the Bureau found that in 13 of them, Houston workers were paid more than their New York counterparts. The difference was as much as 32 percent for carpenters, who earn an average of $8.83 an hour in New York and $11.69 an hour in Houston. There is a ten-percent difference in pay for secretaries and 13 percent for typists, while machinists make eight percent more money in Houston than in New York and painters get 28 percent more in Houston than New York.

These differences reflect a number of changes in tangible areas like union-management relations and intangibles like the reversal of historic expectation. New York unions have indeed made an important contribution to the revival of the city and the full support its workforce has given to both the city's own budget and to the manufacturers operating in New York.

"Over the past decade, we have enjoyed very good union-management relations," commented Philip E. Robinson, the manufacturing division manager of Procter & Gamble's Port Ivory facility on Staten Island. "There have been no strikes, productivity has improved and we find relations mutually beneficial and cooperative," he noted about the company's 1000-strong unionized skilled labour force. He added that New York provides "a very good pool of skilled talent to draw from," so much so that Procter & Gamble has increased the size of its Port Ivory facility over the past decade.

Samuel M. Ehrenhalt, Regional Commissioner of the Bureau of Labour Statistics, called the differences between New York and southern labour "an historical turnaround of quite a fundamental sort. It's a real reversal of traditional relationships."

For Bronx sporting goods manufacturer Dan Golomb, a partner in Everlast Sporting Goods Manufacturing Company, which makes boxing gloves and shorts, "We're sitting on top of the largest unskilled labour pool outside Calcutta, and this pool has enormous potential."

The other end of New York's labour market has been of particular interest to pharmaceutical manufacturer, Pfizer, Inc., New York's largest manufacturing employer. "We have a need for outside scientific consultants, in addition to our own scientific and professional business personnel," commented Peter G. Tombros, vice president and director of operations for the Roerig division of Pfizer. "When you go out to look for talent, you find the best part of the job market is right here. New York attracts a certain kind of individual — aggressive, ambitious, looking to get ahead."

And just as Pfizer needs to find specialists among New York's top-rated hospitals and research facilities, it also relies on the specialists in advertising, public relations and printing, the best of whom are also in New York. "Printing, for example, is extremely important for us and we can get what we need overnight if necessary."

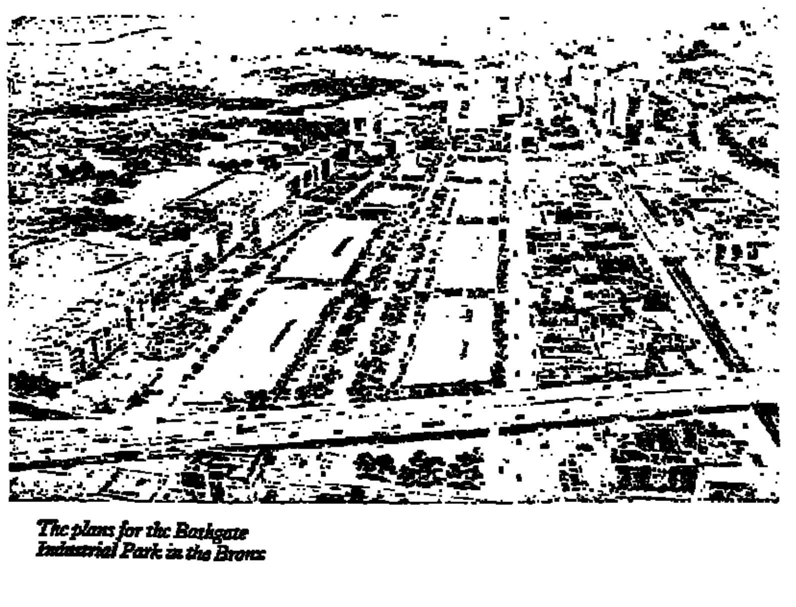
Equally valuable for Pfizer has been the accessibility of manufacturing facilities to the world headquarters on 42nd Street in New York. "We have a big advantage in being able to work very closely with our production people. Management and production people can meet together in the morning and expect to start implementing what we talked about that afternoon."

Confirming Mr Tombros's attitude toward the kind of executive talent New York attracts is a survey conducted for the accounting firm of Touche Ross & Company which showed that most foreign executives prefer New York even over London and Paris, as well as other American cities.

Compared to other American cities, 58 percent of the executives chose New York, 19 percent San Francisco and 5 percent Los Angeles, while the international rating made by the 226 executives interviewed gave New York 53 percent compared to 6 percent for London and 4 percent for Paris.

If executives themselves would choose New York, the city government is continuing its efforts to attract the middle classes who started moving into the suburbs after the Second World War. Jeeves of Belgravia, the specialized cleaners, were delighted to find the skilled staff they needed in New York when they set up shop with 14 employees in 1980.

Such advantages to businesses and industries of every sort depend on a concerted government effort, including the proliferation of subsidized middle-class housing and tax abatements for the renovation of loft spaces and old hotels into now quite elegant flats and cooperatives. By these means, the city lured its coveted labour market to live, as well as work, in New York.

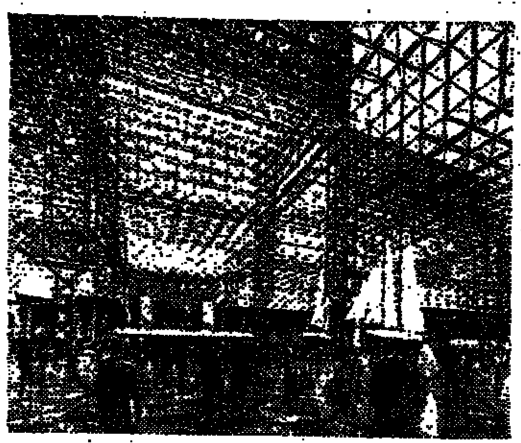


The plans for the Bathgate Industrial Park in the Bronx

Convention Centre

After rejecting a proposal in the mid-1970s to build a convention centre on a platform in the Hudson River, New York managed to find a land-based site in Manhattan on which is now being built the largest Convention Centre in the Western Hemisphere.

This gargantuan 750,000 square-foot space, which turned on its end would be taller than the Empire state Building, is perhaps less amazing for its size than its central location on an abandoned westside railway-yard. Stretched out along 11th Avenue between 34th and 39th Streets, it lies close to 42nd Street and three avenues from Pennsylvania Station and Madison Square Garden.



N.Y. Exposition & Convention Center

Now under construction with a mid-1984 opening date, it is already almost fully booked for its first two years' operation. Double the size of the present Convention Centre, it boasts 500,000 square feet of exhibition space on one level, year-round operation, and a stunning design by the internationally-known firm of I.M. Pei Associates, which also did the East Wing of the National Gallery in Washington.

Called New York's "Crystal Palace" by the Mayor, the new Convention Centre was planned at a time when the city had less confidence in its attractiveness and so went all out to provide the superlatives that would bring visitors to the city.

Now that the city has been enjoying an embarrassment of popularity, the head of the new centre has had to trek round America explaining that the city really is full of reasonably-priced hotel rooms and convention reservations are being accepted through 1990.

Vitamaster

Vitamaster Industries Inc., a Brooklyn manufacturer of physical fitness and exercise equipment, sells $19 m a year's worth of exercise bicycles, jogging machines, massage belts and saunas.

Employing 185 skilled and 35 clerical workers, the company expanded into exports last year so that its products are now available "all over the world, from Iceland to Australia," according to export manager P. A. Rogers.

The decision to export was facilitated by the company's New York location, where freight forwarders, piers and sales personnel are accustomed to doing business internationally. The first year, exports accounted for $½ m of the company's business, a figure Mr Rogers expects to increase considerably as the company's product becomes better known.

The skilled unionized labour force at Vitamaster was easily recruited in Brooklyn and the company has enjoyed harmonious management-union relations, so much so that Mr Rogers expressed surprise that the question was even asked.

As for making body-building equipment in New York, he thinks there is no better place in the world to do it.

Edward G Taylor of TTI

More than English

For setting up the American branch of Technical Translation International Ltd., the London based company and Edward G. Taylor, President New York needed only office space, which the Business Marketing Department of the New York Chamber of Commerce and Industry was able to find for them conveniently on Fifth Avenue.

The business founded by TTI, to the delight of Mr Taylor, (who himself speaks French, Spanish, Hungarian as well as English) exceeded the first three years' projections in the first three months.

So unexpected was the workload, that it had to be farmed out to the company's British parent, where 85 employees and a pool of over 5,000 freelance translators handle technical, legal and commercial translation and interpretive work.

TTI started with only a small staff in the New York office and now expects to expand to 5 to 10 branches within the next few years. Mr Taylor finds operating costs more favourable in New York than London, with space less tight and rents cheaper in his Fifth Avenue location where he is amazed at the amount of business he has been able to generate in the less than six months the company has been in New York.

"To be on the scene is crucial," he commented, "and New York, as the commercial and financial capital of the world, is the scene to be on." In addition to this often-heard description of New York, Mr Taylor added that it "is now becoming the headquarters of manufactured products in addition to the service industries. There always was manufacture, but usually of unusual items. Now it is exporting technical knowhow and finished products," for which TTI is finding a growing business in supplying operating manuals, advertising copy, and other internal and external company communications.

"We're going to be in New York a long time," Mr Taylor commented, "and luckily we have a large office with the promise of plenty of room to expand as we need more space."

A vital move

If it seems incongruous for two women to own an aircraft supply manufacturing company, consider their willingness to be the first occupants of a new industrial park in the Bronx. This is the experience of Lola and Arlene Blatt, who transferred their 40-year-old Aircraft Supply Products Company from out of State to Bathgate Industrial Park within the last year.

Though Arlene Blatt speaks of the trepidation with which the move was made, she is delighted with the result. Her main fear was that having made the commitment to the new site, the incentives offered by city, state and even the electric company might have been forgotten about.

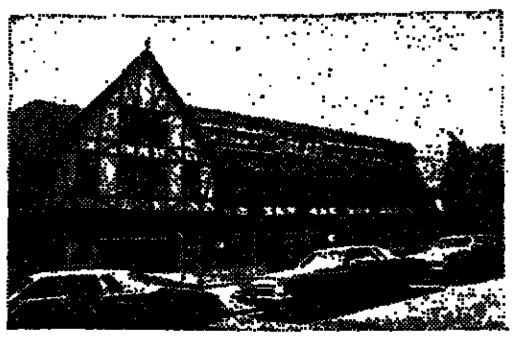
Instead, she now says that "more people will come to New York when they see how successfully a company can make such a move."

The company got a substantial tax credit for the 80 new jobs created by the plant. The rent "is low, but even better, the escalation is low — so that it will definitely beat the rate of inflation and get cheaper as time goes on." And while the new plant is the same size as the one the company moved out of, the new one was customized for them and leaves room for expansion.

The electric company is giving Aircraft Supply Products a 25 percent discount on its electric bill as part of a programme lasting until 1991 meant to encourage relocation to the Bronx.

The Public Development Corporation, a public body, helped select and train the company workforce and the Blatts have high praise for everyone, including the city's highest officials in the Mayor's office, the president of the city council and the borough president of the Bronx, all of whom kept their promises and made them feel welcome.

"With companies' buying offices at Kennedy Airport and the great deal being offered by city officials, I predict this will become a centre for small aircraft supply companies like ours," predicted Arlene Blatt.



Sklar's unusual plant

Surgical skill

America's largest family-owned surgical instruments company has been in New York since 1892. Celebrating its 90th anniversary this year, J. Sklar Manufacturing Co. Inc. was founded by a Russian immigrant who started by making models for obstetric forceps that the company still produce today.

Now costing $450, the forceps are but one of a line of 4000 surgical instruments the company makes. It has also branched out into suction equipment used for draining blood as well as sterilizing trays, racks and detergents.

Taking an average of three hours to produce each hand-finished instrument, the company employs a highly skilled wokforce of more than a hundred craftsmen. Though unionized, they are still trained by the apprentice method that takes as long as five years to complete. Such an investment in manpower requires dedicated personnel, and with only one strike in the company's history, which occurred in 1949, executive vice-president Alan L. Sklar, the third generation of the family to be in the business, feels he has access to skilled and loyal workers.

The company plant, which looks like a home in Queens, has excellent access to New York's airports, from which many of the company products are shipped. "The location is very convenient for us," noted Mr. Sklar, "because we can get things out through the airport and we find that customers also come in to New York where we get a chance to see them."

The company's design team of ten people is constantly meeting the needs of the surgical profession. "Doctors come to us with a drawing or description of what they need and we make it for them," said Mr. Sklar, who is not a designer in the tradition of his grandfather but still himself has a patent for an instrument tray that the company makes. There might be as many as 30 new instruments the company is called upon to make in a given year, a service that Sklar's tradition, personnel and location allow it to perform for the medical profession.

Staten Island stability

This year celebrating its 75th anniversary on Staten Island, Procter & Gamble, America's largest advertiser and soap and toiletries manufacturer, has expanded its Port Ivory facility as it has expanded its brands and businesses.

The latest addition to the company is Solo, a heavy-duty detergent, which is manufactured exclusively at the 135-acre Port Ivory site. In addition, Port Ivory makes Mr Clean, Comet, Ivory soap, Tide and Cheer, among soap products and Duncan Hines layer cake, Crisco and Puritan oil among food products.

The second facility Procter & Gamble started outside its Cincinnati headquarters, Port Ivory was the site of a major company expansion into food *manufacturing and annually makes multi-millions of* cases of Procter & Gamble products.

Philip E. Robinson, manufacturing division manager for Port Ivory, said that the facility, despite its age, enjoys considerable cost advantages. "Our strength has always been lower than average distribution costs. We primarily ship by truck, but we also use the containerized shipping facility next door at Howland Hook for overseas delivery. From here we just don't have to haul so far. In addition, over the last decade we have definitely become more competitive in productivity and energy expenditure through upgrading our plant facility and enjoying very good union-management relations."

For a company whose closest association with New York in most people's minds is Madison Avenue, Procter & Gamble has found good reason to be celebrating its 75th anniversary of manufacturing and distribution on Staten Island.

Bed and Board

Having had a company showroom in New York for its exclusive line of women's lingerie for three years, Ripcosa did not take long to decide to set up a New York manufacturing plant.

Yet it was only when the New York Chamber of Commerce and Industry approached them with the offer of help in locating a factory that the company even thought of making its products "where the market is".

Joseph F. French, Senior Vice President of the New York Chamber of Commerce and Industry, visited Ripcosa headquarters at Grimm & Co in Karlsruhe, Germany, last November. By April, Ripcosa of America will be manufacturing lace underwear in Long Island City, Queens, in a 10,500-foot factory found for the company by the Business Marketing Department of the Chamber.

Company manager Doris Schwartz, while still waiting for the equipment needed to get started in manufacturing, could not be more delighted with the decision to use New York not only as a selling point but for making its product as well.

"It's definitely an advantage to have our plant and be able to ship from near our market. We can make deliveries faster and control the manufacturing more easily. If a customer wants to take something with her, we have it here to give her." Customers for the elaborately fashioned lingerie include Bergdorf Goodman, Macy's and Bloomingdale's in New York as well as Marshall Field in Chicago and John Wanamaker in Philadelphia.

'Macy's — world's largest store' in the world's largest market

Though starting with only a dozen employees, Ripcosa was able to arrange for tax abatements and government-sponsored training programmes for employees.

When the manufacturing begins, Ripcosa will continue to import its materials from Germany and use the New York plant for cutting, sewing and adding lace. "There are lingerie markets elsewhere in America," Doris Schwartz commented, "but New York is the place to be. I see most of the important buyers, especially for the larger stores, once or twice a year here and so the city will be able to serve all of our needs."

Made in New York

Building on the phenomenal global success of the "I♥NY" tourism promotion campaign, the New York State Department of Commerce has launched a second campaign — "MADE IN NEW YORK" — which promises to do for industrial development what its predecessor did for tourism.

The "I♥NY" logo, which has been adapted by such faraway places as New Zealand and has even appeared on the "Wall of Democracy" in Beiging, has lifted New York from the bottom of the 50 states in consumer consciousness since 1977 to sharing with Florida, the honour of having the highest awareness as a tourism destination in the United States. In that period, annual tourism revenues in the Empire State have gone from $5.3 billion to $10.5 billion.

Now, as "I♥NY" continues to expand, it is the turn of "MADE IN NEW YORK" to create awareness of New York State as a top industrial and business centre.

A key element in this new business and economic development campaign builds on a discovery for "I♥NY" — that is, the economic impact of creating awareness of what New York State has to offer.

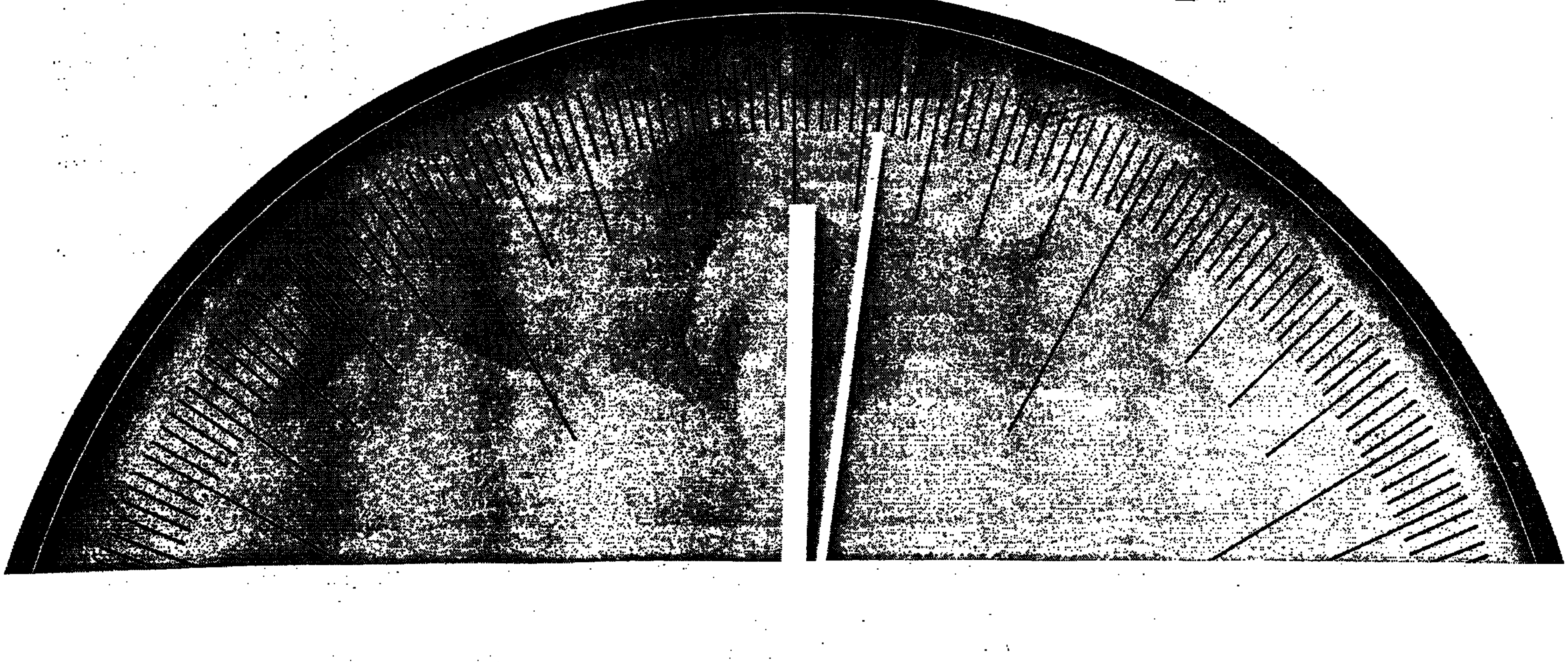
"MADE IN NEW YORK," with an initial $2 million media budget, is designed to make New Yorkers and executives around the world aware of the business-related facts about New York State. For example, it stresses how many quality products are made in New York — in fact, 95% of product categories produced in the U.S. are made in New York. It stresses New York State's leadership in companies — with more Fortune 500 headquarters than the next two states combined. It stresses the outstanding labour force — with productivity rates 14% above the national average. And it addresses tax reductions. Over the past four years, New York State has enacted the biggest State personal and business cuts in the country.

The "MADE IN NEW YORK" campaign, with television and radio commercials using the catchy "I♥NY" musical theme, is already infusing New Yorkers with a fresh sense of pride in themselves and in their State. "Quality people making quality products and offering quality services" is the way Governor Hugh L. Carey puts it.

In the print advertising, which complements the television and radio campaign, the state's ready access to the lucrative markets of Western Europe will be stressed, along with New York's position at the centre of the Western Hemisphere's largest and most affluent market; within a 750-mile radius of Central New York live more than half the population of the U.S. and Canada.

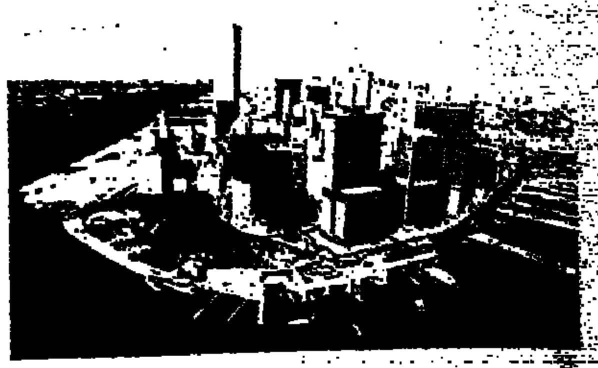
Also stressed are the State government's readiness to help foreign and domestic businesses locate and expand in New York through free counseling and advice, attractive financial and tax incentives and a well-trained, experienced cadre of professional consultants.

Says State Commerce Commissioner George G. Dempster: "Since the British and the Dutch first settled what is now New York State, we have been a great climate for foreign business; our programmes, our people, our way of life makes the Empire State the best place in the world to do business."



ADVERTISEMENT

NEW YORK CITY
Make it where the market is



SERVICES

You can always get what you want

When New York became an off-shore banking centre on December 3, 1981, there were 140 banks lined up to offer this service to their customers. Two-thirds of those banks were foreign, ranging from the tiny Thai Farmers Bank to the major British institutional banks.

New York, which was a leader in obtaining these reforms to benefit all banks operating in New York State, had already made state banking laws conform to the expected provisions of the new regulations. They allow European and American banks to conduct transactions in Eurodollars without having to conform to Federal Reserve requirements on reserves, taxation and limitations on interest payments etc.

It was but one sign of the advantages of being in a far-sighted international centre conscious of the needs of those serving both domestic and foreign clients.

After all, New York is a city of business men and business institutions, ranging from one-man specialties to multi-national corporations. In the best tradition of the first economist, Adam Smith, by serving themselves these entrepreneurs serve each other and the common good. In explaining why American Express Company decided to stay and expand in New York by buying its own 40-storey office building in lower Manhattan, its chairman James D. Robinson III, also revealed the unique interactions that characterize New York:

"We're a financial service business for people who travel. This makes us heavy advertisers, so New York is ideal for us. Many of our important customers are here — hotels, car rental agencies, airlines, theatres, restaurants, and retail stores. We're in the middle of the financial community. We're near a lot of people we serve, and we're near a lot of people who serve us. Also, New York is a centre for data processing communications, and we move a million pieces of paper daily."

New York, a city of specialists in every line of work from surgical instrument design to international banking, is a natural haven for businesses setting up in America. Six of the country's Big Eight in accountancy have their headquarters in New York to serve 300 of the nation's 500 largest companies, 29 of the 47 largest banks, a third of the largest law firms and nine out of the ten largest advertising agencies, out of a total of 2500 New York-based agencies that together bill 40 percent of all advertising dollars spent in America.

New York has 190,000 businesses, 90 percent of which employ fewer than 20 people and 95 percent of which are smaller than 100 people. These specialists serve every conceivable need for the public and for other businesses, which include more than 3000 foreign firms in New York.

Because of its sheer size and business activity, New York generates grandiose numbers and flamboyant generalizations. But it also beats with the pulse of individual creativity and the highest fulfillment of human potential. In its continued growth, McGraw-Hill, Inc., the international publishing house, has had two notable New York skyscrapers with its name on them.

New York's famed Stock Exchange

The company continues to grow within the city; Harold W. McGraw, the company president, explained because "McGraw-Hill's principal assets are not plants or machinery — they're editors, writers, artists and financial and marketing experts. They're the people who make our books outstanding. And they're here in New York. They thrive on the city's cultural atmosphere."

Similarly, Grace Mirabella, editor-in-chief of Vogue Magazine "can't imagine editing Vogue anywhere else in the country. The pulse is here and so is a large creative pool. The Arts play a big role in Vogue, and every talented person in the world comes through New York."

But the value of New York is not confined to high fashion and creative businesses. They lead the way in setting trends and being ahead of the times. They give impetus to high performance and high output in all areas of work. Stan Roth's Panorama Press, a specialty printer says that his seven salesmen "Can make two or three times the number of calls in this city that they could make anywhere else. And it's not all local. We get business from all over the country, from as far away as California."

And besides the services that are available in New York, just being in the city is itself a benefit, especially to foreign companies intending to make an impact on America. A common theme as expressed by one executive is that "it is important to our continued progress that we be visible, and for being visible, there's no place like New York."

It is a city that has everything and wants to make it all available to those interested in taking and giving their share to the world's most exciting and productive environment.

TRANSIT

All roads lead to New York

When Pfizer Inc., the $3,000 m pharmaceuticals firm which is New York City's largest manufacturing employer, participated in the nationwide polio-vaccination campaign in the mid-1960s, it had to ship the vaccine in dry-ice containers to be used within a 48-hour period. The company's access to New York airports from its centrally-located manufacturing plants was a key element in the timely dissemination of the vaccine.

One of the world's best-served cities by all means of transport, New York airports handle 1.3 million tons of international trade, representing 40 percent of America's export air cargo.

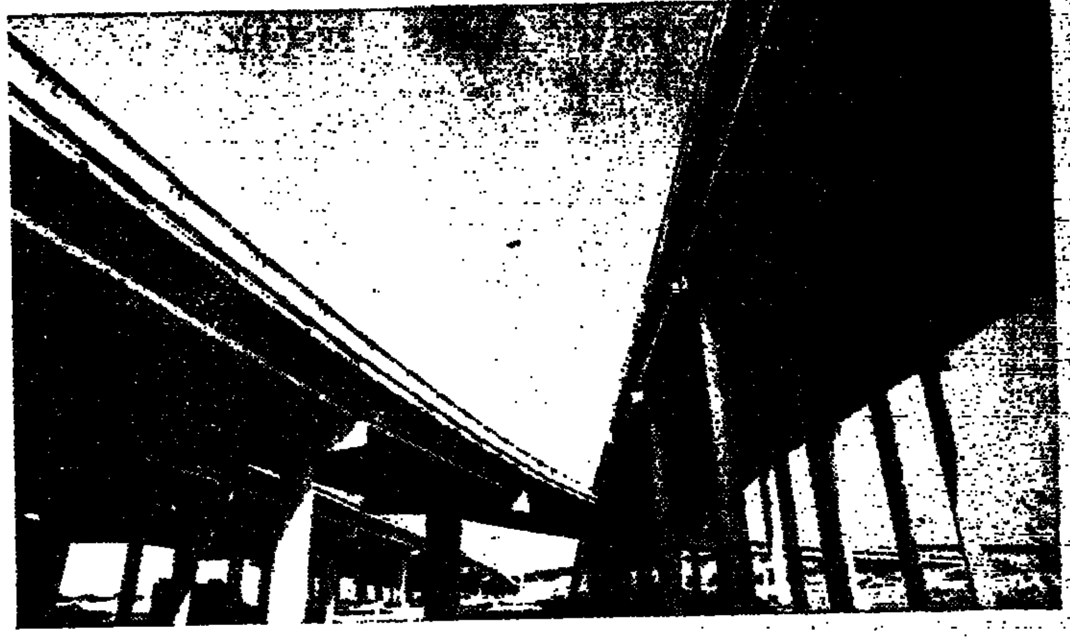
Peter G. Tombros, vice president and director of operations for Pfizer's Roerig division, notes that the company makes equal use of New Yorks ports, shipping, rail and highway facilities. With 56 percent of the entire U.S. population within one day's delivery time of New York, the city has an automatic domestic advantage that New York companies can take for granted.

Internationally, the ports of New York handle 40 percent of all of America's import and export traffic, accounting for annual revenues of $30,000 m. The New York time zone makes it fully accessible to both European and West coast offices within the same working day, while its 15 railways and 10,000 registered lorries regularly crisscross America.

The New York port also offers two free-trade zones where imports can be assembled and re-exported without being subject to taxation. These facilities, both in Brooklyn and Staten Island, make New York an ideal location for gathering materials from diverse points and preparing them for further shipping.

The obvious transport and communications advantages of New York depend upon a hidden network of cables, radio signals and services imbedded underground or floating overhead and used daily by the country's most sophisticated appliers of advanced technology. The New York Telephone Company has begun to offer visual telephone hookups, which rely on backup television service originating out of New York. The new system, which may become nationwide within the next ten to fifteen years and international when such agreements are made, already serves business men able to organize meetings with "Everything but human touch," according to telephone company spokesman Bill Bennis. Even the transmission of contracts and signatures can be keyed into these face-to-face meetings, which New York offers thanks to the nation's three major television networks' operating in the city.

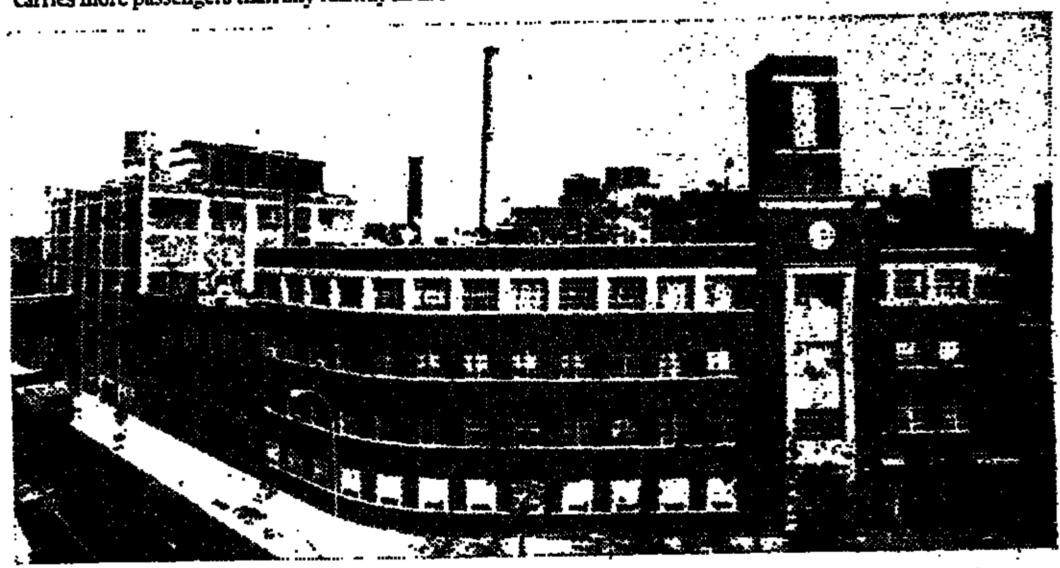
Closer to the ground and the daily needs of its vast commuting public, New York has been able to devise a five-year, $7,900m plan for the renovation and modernization of the city's public transit system. The provisions of the Economic Recovery Tax Act of 1981 gave the transit authority a $14 m boon to invest in new buses, while the city budget has for the first time in almost a decade been able to set aside funds for transit improvements. These benefits will help restore the health of a system that has long and faithfully served the needs of the city's growing population and prosperity. The underground system beats all international competition with its 450 miles of underground track, its 6,700 cars, its 307 m passenger miles a year and its 458 stops.



Reaching four of the city's five boroughs, the underground complements the city's fleet of some 1000 buses and the Long Island Railroad, which carries more passengers than any railway in the world.

Last year's crisis over the fleet of breaking Grumman buses was resolved with the city becoming an international bus exhibition, where Broadway witnesses Japanese, French and German models all painted in the distinctive "racing" blue of the Metropolitan Transportation Authority. In addition to the more than 800 new buses that were added to the system in the past year, 325 more are scheduled for delivery to the city service to five million daily riders.

New York, a major link in worldwide communications and transport, is no less attentive to the needs of its own, perhaps more challenging 300 square miles with 6,400 miles of streets and 578 miles of waterfront.



Pfizer, the City's largest manufacturing employer

THE ARTS

Cinema

Borderline cases

by NIGEL ANDREWS

The Border (X) Plaza 1
The Grass Is Singing (A) Screen on the Hill
The Challenge (X) General Release
Passione d'Amore (AA) Minema
Maeve ICA

With its brown and blurry Panavision vastness, *The Border seems to have been processed in* large quantities of mulligatawny soup. There are directors who endow their films with a Damascene lucidity and inch-for-inch aesthetic purposefulness: Visconti, Fassbinder, Losey, De Palma. And there are other directors—our own Tony Richardson in *The Border*—who *seem to have nary a compositional* clue or concept. Perhaps it's the inheritance of the TV-video age, when film-makers know that their wide-screen movies are soon going to dive legless and armless into the television format: so why perspire blood over colour, texture or framing?

In Richardson's newest American foray, Jack Nicholson is to be espied through the tawny smog essaying the role of an El Paso border policeman driven by wifely extravagance to trafficking in aliens. Strictly under the counter, of course. Gurgling Valerie Perrine, his peroxided better half, has bought up the most expensive water bed in Texas and most of the flamboyant furniture suites. They sit there in silver and scarlet flock, menacing visitors. And as the couple's open-plan adobe becomes a colour supplement nightmare, Mr Nicholson bends to financial necessity and joins police chum Harvey Keitel *in* profitable cross-border smuggling of "wets." The last-named are not fugitives from Mrs Thatcher' cabinet, you will understand, but abbreviations for wetbacks: Mexicans who swim the Rio Grande to lucrative and permit-less work in the States.

Richardson has assembled three American actors with enough electricity between them to light up a small town. Nicholson and Keitel flex their thespian triceps in a double-act trilling with tension: two law-enforcing friends who join criminal forces and then come nastily apart as Nicholson demurs at the increasing violence. (Problem smugglees are dispatched with a swift bullet: Mexican babies are kidnapped and slave-traded to rich American adopters.) Meanwhile Warren Oates, the late *and marvellous, crumples his* face and purse-lips his lines as the police chief who may or may not have a finger in the rotten apple pie.

Sam Peckinpah — a great director of Oates and of oaters — would have threshed the chaff from this dusty modern Western and made it tough and nourishing. But Richardson's direction has winnowed out everything real and left a barnful of stereotypes. Perrine is tipped into caricature as the home - improving dumb blonde. And the beautiful Mexican girl (Elpidia Carrillo) Nicholson adulates from afar — and the burgling of whose baby spurs him to take up arms *against the traffickers* — is merely plonked on the skyline, with little dialogue and less *characterisation*, to cause hazards to all male shipping.

The flurry of two cultures crossing guns at a geographic crisis-point—rich and poor, WASP and Hispanic—should have created some stirring thematic antiphonies. A consumer society at bay against a survival society: a Promised Land fenced with "Keep Out" signs and booby-trapped with betrayals. But Richardson and the script—by Deric Washburn, Walon Green and David Freeman—ring nothing but bedraggled B-movie variations on it: auto-pilot action scenes and glib moral homilies shoved into the spaces between. Meanwhile the soupy viscosity of the film's visuals (photography by Ric Waite) provides ample metaphor for its fogginess of conception.

*

Michael Raeburn's *The Grass is Singing*, based on the novel by Doris Lessing, has far more courage and crackle even if its road to high drama is sometimes paved with unintended hilarity.

Karen Black lends her quirky expressionist beauty, face sensual and distorted like a Francis Bacon portrait and eyes like off-kilter, turned-in headlamps, to the role of the over-age child-bride whisked off to marriage and bush life by white African farmer John Thaw. Mr Thaw rescues her from being a 30-ish small-town Shirley Temple—primped out in bows and lace to the great embarrassment of her woman friends—to come and co-command a farm ever perched between survival and collapse. Will the seasons be kind? Will the natives cease to be restless and get back to de-cobbing the corn?

Soon the harsh life and Miss Black's volatile attitude to the blacks — she hates them, she persecutes them, she fears them, she fancies them — play havoc with her mind and marriage. Director Raeburn at first choreographs the film like a bad night at the Giggleswick Rep: with *Brief Encounter* stiff-upper-lippery ("Don't. Stop it, Mark"), creaky expositional dialogue and orchestral surges at the first sighting of romance.

But gradually a daft and dynamic obsessiveness steals over the film. Miss Black's gymnastic eyes and virtuoso vocalisms — she can croon suasive high notes or suddenly stab out a phrase in out-of-nowhere contralto — denote a mind racked and pinioned to a *weird self-willed martyrdom*. She finally offers herself up to an African knife (no plot give-away, since the film opens with her death and then flashes back) and Mr Thaw, Sweeney *Agonister in Southern Africa*, howls in horror through the Bush.

If you can weather your prelucidal giggles, the film is full of magic and of fine, barked meditations on barbarism, both white and black.

The week's third tale-of-two-cultures is *The Challenge*. No saving *opera seria* here, mixed in with the unintended *buffa*. Scott Glenn is our virile and expressionless hero, whose tireless devotion to the muscles below his neck seems to have rendered permanently atrophied those above; and Toshiro Mifune is the Japanese martial arts *master who trains him for* a special mission. "How do you like Japan so far?" asks Mr Mifune, after Glenn has experienced a "traditional" Japanese dinner of live lobsters and small wriggly reptiles swallowed one-gulp in his saki.

However, the American adheres to his task, which is to recover two priceless stolen Samurai swords, "The Equals." There are many fights, much spurious philosophising and relentless ordeal-by-bad-dialogue. John Frankenheimer, late of *Prophecy*, directed this rare (even for him) rubbish, and John Sayles, of *Return of the Secaucus 7, is sadly to be* found among the screenwriters.

*

Ettore Scola's *Passione d'Amore*, an Italian costume melodrama, doesn't fulfil the promise of its premise: the liaison, turning from reluctant gallantry to full scale passion, between an Italian cavalry officer (Bernard Giraudeau) and his garrison commander's hideously ugly cousin (Valeria d'Obici) who is thrust upon him for companionship. Cignorina d'Obici's ugliness is fearless and *startling—she could play* Nosferatu without make-up—but the film's style doesn't match the romantic perversity of its content. It's all painterly period petrification, as if overdosed on BBC classic serials.

Better this, however—and all of the above—than Maeve: the catatonic tale of a London-based girl (May Jackson) returning to her Belfast home to agonise over her allegiances. Dirge-like dialogue, holier-than-thou moral and political bromides, camerawork by Rigor Mortis. Pat Murphy and John Davies wrote and directed the film, the British Film Institute had the nerve to fund it.

Jack Nicholson in The Border

Arts Council grants

The Arts Council has agreed to make grants from its Housing the Arts fund of £5,000 to the Young Vic Company; £5,000 to Free Form Arts Trust; £20,000 to the Scottish National Orchestra Centre in Glasgow and £20,000 to the Queen's Hall in Edinburgh.

Tippett honoured

Sir Michael Tippett has received the 1982 Distinguished Musician Award from the Incorporated Society of Musicians.

Theatre Royal, Stratford

"On Your Way Riley!"

by B. A. YOUNG

I don't remember the Lucan and McShane act well enough to compare the originals with the performance by Brian Murphy and Maureen Lipman; certainly the routines, as reconstructed by Alan Plater, seem to me very funny, and the playing as good as you could want. But it's not so much the acts that Mr Plater has written about, but the real life story of Arthur Lucan, née Towle, and his partner Kitty McShane, which is very odd indeed.

Lucan was doing a solo act on tour when in Dublin he saw this 15-year-old girl singing a sentimental song. He married her at once and incorporated her in what became the basis of his life's work, Old Mother Riley, the bad-tempered old Irishwoman and her flighty *daughter Kitty. Kitty served* him faithfully as his feed for 40 years, but behind the scenes *she was busy taking over the* act as Kitty McShane Productions, and seducing anyone in the company who seemed to her to have a lovely face, a luxury she had no difficulty in finding. Their married life went to bits *until they refused to speak to* one another offstage, and even insisted that when they were being filmed they must never be on the set together.

In the end they separated, not only in private life but in the theatre as well. Lucan continued to play Old Mother Riley on his own, while Kitty found a man with a lovely face who could easily be disguised under the old clothes, the grey wig and the little black bonnet until he was the double of her partner. Lucan, a compulsive drinker, *died in the wings of the Tivoli*, Hull; his understudy took over and completed the show. There's a strong music-hall feeling about the play that Alan Plater has made out of the curious lives, an alternation of biography and theatre, private concerns leading either to representations of actual acts or to discussions and *rehearsals of acts.*

I liked it well for the most part. Alan Plater's lines are *written with an expert feel for* music-hall style, whether he is showing us work on the stage or in the studio or Kitty seducing the current young man in a restaurant. Brian Murphy gives a very funny performance as the *old lady; the way he tucks his* elbows into his ribs while he flutters indignant wrists around his head, the way he leaps a foot into the air to get his legs properly crossed when he sits down brought back the look of the act into my mind, even though the lines seemed mostly new to me.

Maureen Lipman as Kitty does not age much in appearance, but she ages wonderfully in her manner, progressing from a self-confident little girl who had never heard of Protestants get*ting married to a bossy woman* who expects her wishes to be gratified instantly.

Philip Hedley's direction keeps the music-hall bits just this side of efficiency, for we are mostly working in theatres where shows are thrown on with a minimum of rehearsal. There are no important parts beside *the leads, but Geoffrey Fresh*water is first-class as a comedian who tours with them, and Robert Daws is the permanent juvenile lead, Danny with the lovely face. Jenny Tiramani has designed sets that take in stage, studio or dressing-room in the right mood, and Kevin Amos directs the pit band when he is *not being the pianist for Kitty* McShane Productions.

Festival Hall/Radio 3

Music of Eight Decades

The last of the BBC Symphony Orchestra's contributions to this series was by far their most substantial and challenging concert of the current season. It conjured up palmy memories of the late 1960s and early 70s, when Boulez and Sir William Glock ran the orchestra, and when programmes did not flinch from cramming full weight into two hours of music, when unexpected illumination was cast from the bald juxtapositions of works and composers.

Like the very best of those occasions also, last night's works set up a teasing symmetry. In the centre of the programme was Berg's violin concerto, with Pierre Amoyal as soloist. Around it were disposed two totally dissimilar yet strangely congruent pieces, by two of the most decisively individual composers of the past eight decades: Harrisson Birtwistle's *The Triumph of Time* and Ives's fourth symphony.

The Triumph of Time may not be its composer's best work, but it is by a long way his most performed. Perhaps the pressure to embrace the piece in the mainstream of the orchestral repertoire, as a putative heir to the symphonic line of Bruckner and Mahler, inclines conductors to soften its outlines, to sweeten the acidity of the instrumental solos. John Pritchard directed a careful, disciplined account that tended to tidy up loose ends and absorbed lines into a homogeneous orchestral sound. So the climaxes were weighty rather than piercing, and the *bleak uncompromising* effect that is the music's essence was considerably diluted.

Sweetness was also the lasting flavour of Mr Amoyal's account of the concerto. It was a sweetness that kept clear of saccharine, but it gave more conviction to the lyrical episodes than to the violence at, for instance, the beginning of the *second part of the work where* soloist and conductor trod carefully for the sake of ensemble. In only the finest versions does the close have the emotional impact that Berg intended, and here, for all the even tone and rounded phrasing, eyes remained palpably dry.

I must confess to be unmoved *by Ives's fourth symphony* also, in any performance. Mr Pritchard, with Nicholas Cleobury and Raymond Holden as associate conductors, kept a firm grip on proceedings: the reins were loosened only for the close of the second movement (half a movement too late, it seemed) and the fugal Andante showed the *BBC* Symphony's strings more refined than for some time. But the transcendental message continues to elude this listener at least: I'm afraid my gaze was not "fixed on eternity," as Calum MacDonald's lively programme note suggested it should be, but on embarrassingly more mundane matters.

ANDREW CLEMENTS

Barbican

Bach's B minor Mass

The platform of the Barbican Hall is not especially large, and doubts have been raised about whether it can accommodate forces grand enough for the main choral-orchestral occasions also, Wednesday's works in the repertoire. On Wednesday Richard Hickox, with his Singers and his City of *London Sinfonia, gave the Mass* in B minor by Bach, and it sounded (from the stalls, at least) very satisfactory. The Hickox Singers compensated for their modest size—the women number only 10, though five male altos support them—by professional skill and power; the orchestra, comparably small, matched them well enough that one had no sense of trimming-down.

Only in the "Sanctus," perhaps, was the sheer sound a trifle light, and even there Hickox secured so sharp and gleaming an attack that it was still mightily impressive. Elsewhere he generally chose bright tempi suitable to the scale of the performance: the choruses "Cum sancto Spiritu" and "Et resurrexit" fairly flew, with brilliantly assured singing in the florid passages. The baritone Stephen Roberts was allowed to warm up for his aria "Et in Spiritum sanctum"—delivered with polished authority—by taking one fleet paragraph in that latter chorus: one of several self-conscious touches. Hickox has a weakness for them; he likes short notes where the score doesn't prescribe phrasing, for example, and at unexpected moments we got *semi-detached articulation* (even in the "Kyrie") that came near to sounding mannered, albeit neat and crisp.

There was an exacerbatedly expressive flute, too, but the trio of trumpets had a fine cutting edge. If one felt occasionally that the choir was almost over-prepared, the soloists were robust and straightforward enough to scotch the hint of preciousness. At short notice Wendy Eathorne was an excellent first soprano, strongly seconded by Sally Burgess, and Anthony Rolfe Johnson lent his sweet, poised tenor to the "Benedictus." The *counter-tenor Charles Brett* sounded refined and a little dry in the contralto arias; with Miss Eathorne in the "Et in unum Dominum" duet he made an uncomfortable match — the music surely calls for voices of closely similar timbre to make its full point.

DAVID MURRAY

National Theatre abroad

Four National Theatre productions are to go to international festivals this summer. *The Oresteia*, now in the Olivier repertoire directed by Peter Hall, is to open the 1982 Athens Festival with performances on June 18 and 19 in the open-air 15,000-seat amphitheatre at Epidaurus, the theatre on which the Olivier's open stage and banked seats are based.

A revival of Michael Rudman's production of Shakespeare's *Measure for Measure*, seen last year in the Lyttelton Theatre, is to visit Mexico next month as part of the tenth Festival Internacional Cervantino. It opens at the Sala Miguel Covarrubias in Mexico City's University for three performances from May 1, before playing at Guanajuato.

The Mayor of Zalamea and *One Woman Plays*, both Cottesloe productions directed by Michael Bogdanov, are to be performed at the Stage Theatre in Denver, Colorado, for a two-week season from July 7 as part of the first Denver Center World Theatre Festival.

Book Reviews

Steady the movie buffs

Anatomy of the Movies, edited by David Pirie (Windward £7.95, 313 pages)
Cultures on Celluloid by Keith Reader (Quartet £11.50, 209 pages)
All the Stars in Heaven by Garey Carey (Robson Books £7.95, 309 pages)

Few books on cinema are all things to all film buffs, but *Anatomy of the Movies* comes remarkably close. This portmanteau of picture-lore, edited by Britain's David Pirie, a critic and film editor for *Time Out* instantly establishes its 300-odd pages as essential hand-luggage for the travelling movie fan.

Four self-defining sections unfurl — "The Money and the Power," "The Creators," "The Craft," "The Product" — and *divers Anglo-Saxon writers and* pundits have been assembled to put their shoulders to the wheel. They include David Pirie himself, Lynda Myles (former Edinburgh Film Festival director); and doyenne of English film critics, Dilys Powell. Superstar specialists also chime in with sage pages: Martin Scorsese writing "Confesssions of a Movie Brat," Donald Sutherland reflecting on "Stardom," and top screenwriters Lorenzo Semple Jnr and Robert Towne (of *Chinatown*) unveiling the secrets of their craft.

The value of a book like this is that it is clearly written and assimilable; yet never talks down to its reader. The first section is the best introduction I have ever read to the Darwinian jungle of movie deal-making, in which only the fittest, or perhaps the fattest (storing up energy in mogul girths), survive. Elsewhere the writing is taut, imaginative, informed, and graphic.

Keith Reader's *Cultures on Celluloid*, by contrast, unfolds to the painful noise of political axes being ground. Whirring forth from the Kingston Polytechnic, where Mr Reader is a lecturer in French, this book reads more like a tract against Western Capitalism than a treatise on cinema. The American free-market economy is damned with faintieETAOINS would-be withering remarks about Ayn Rand's prose-style): Rhett Butler and Scarlett O'Hara are stigmatised as "unreconstructed emotional capitalists." *Psycho* owes its greatness, says Mr Reader, to being "anti-American"; and "it is hardly likely to be a coincidence that the Hollywood films most widely judged interesting are those in which the various bankruptcies of the Great Society most strikingly reproduce."

It is hardly likely to be a coincidence, either, that in Russia, and other hard-line Socialist countries which Mr Reader, by inference, admires, such bankruptcies are scarcely, *if ever, put on show*; not because they do not exist, but because the mighty mitt of Communism descends on any *film-maker attempting to ventilate them.* If the American cinema can show its warts as well as its wealths, *viva* Hollywood.

The book bends its facts to suit its theses. Danish-born Douglas Sirk, Hollyword's great melodramatist of the 1950s, is admired for making stylised subversive pictures on peanut budgets. Yet there was nothing especially parsimonious about production standards in films like *Magnificent Obsession* or *Imitation of Life*—bankrolled by such as Universal and producer Ross Hunter—and it is a travesty to depict Mr Sirk as a labourer in the land of filmic Pharaohs, obliged to make bricks without straw.

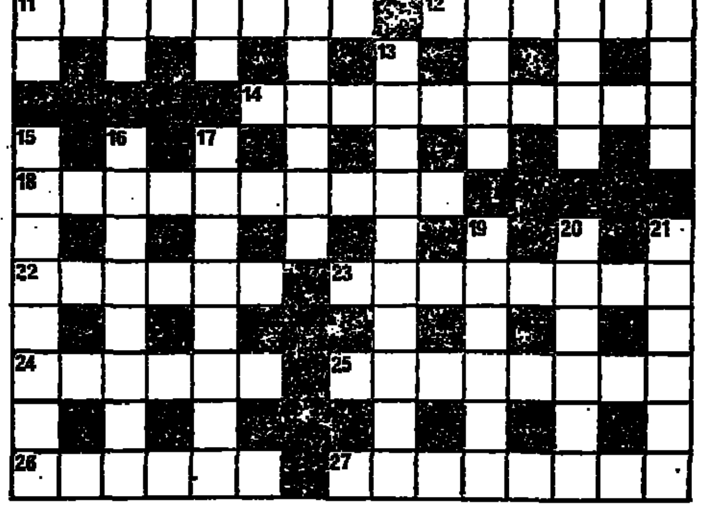
It is almost a relief to turn to Louis B. Mayer. Mr Mayer always impressed me as being a dead ringer to play Ratty in *Toad of Toad Hall*. (No aspersion on his character: merely the plumped rodent features and vigilant, olfactory look of a predator ever on the hunt).

He gets the hagiographic treatment in Gary Carey's *All The Stars in Heaven*, which is not so much a biography, more a literary brass-rubbing. The monumental outline of Hollywood's major mogul buffs its way through the paper in one of those life-stories so admiring, so viceless, that one feels that even the subject, six feet under in South-West California, might have turned a little to protest.

Mayer's was a fascinating life: childhood in Russia of Jewish parents; growing-up in America during the *Ragtime* era, ascent from provincial cinema manager to first, long-lasting chief of MGM; rancorous and riotous relationships with such as John Barrymore, Joan Crawford, and his boy-wonder vice-president at Metro, Irving Thalberg. Mr Carey makes the grand and valid point that the much-lauded Thalberg—prototype for Scott Fitzgerald's last tycoon—made the stuffed-dummy movies everyone has now forgotten (*Romeo and Juliet, The Barrets of Wimpole Street*), and that it was really "vulgar" Mayer who okayed the productions we all now love and revisit.

But of the snake-in-the-grass, and tyrant, and lecher, of a myriad eye-witness reports, there is precious little in this over-genuflecting P.R. job. Books, also may be filled with kindness—or self-restraint—and Mr Carey's is one of them.

F.T. CROSSWORD PUZZLE No. 4,854



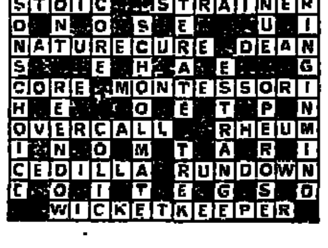
ACROSS

1 Sea-food and sauce for one who pretends to be a gentleman (8)
5 Comment concerning foreign *currency* (6)
9 A measure in shadow and shade (8)
10 People joining a unit to threaten (6)
11 Sensual desire to estimate and purify by sacrifice (8)
12 A burden, descriptive of this light (6)
14 Bachelor accommodation with credit for a thin person (10)
18 Ambiguous utterance from a ventriloquist (6-4)
22 A dummy cannon for one who trembles (6)
23 Ponder over a tooth it consumed (8)
24 A bird cooked up in a stove (6)
25 Bearing an opinion (8)
26 Fairly and smoothly, archdeacon's title is entered in cathedral (6)
27 Spotted outside and lost blood outside (8)

DOWN

1 Blow the pair in France (6)
2 Modern artist to bring forth one way (6)
3 He splits Conservative hypothesis (6)
4 Ignorant and it's difficult to repeat (10)
6 Drill to improve by practice (8)
7 Structural article and small particle I caught (8)
8 Retain alcoholic liquor as a memento (8)
13 Fuel carrier and songwriter we hear (4-6)
15 Sufficient notice to reduce to an average (8)
16 Lose a fur possibly from an astragal moulding (8)
17 Squander and roar for a flower (8)
19 A favourite small car that's taking on (6)
20 A handy book of instructions (6)
21 The story of a foot? (6)

Solution to puzzle 4,853.



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Uncovering the poverty trap

MORE THAN a decade after the existence of the poverty trap was first noticed by a group of researchers at the London School of Economics, the House of Commons is at last mounting a thorough investigation of this problem. The everuseful Treasury and Civil Service Committee has formed a special sub-committee, and has been taking evidence this week. A solid, non-partisan review of the facts has long been needed; it is good to know that it is now on the way, and from a source which guarantees that it will get serious attention.

The general nature of the poverty trap ought to be familiar by now, but it is one of those uncomfortable topics which everyone conspires to forget. It exists simply because income tax—and national insurance contributions, which act as a supplementary income tax—are levied on income well below the official poverty line. This means that there is a group of people who are both paying tax and receiving various means-tested income supplements—FIS, rent and rate rebates, and various more specialised benefits.

Incentives

The combined effects of tax, national insurance contributions and loss of benefit entitlement adds up to a marginal rate near 90 per cent over quite a wide range of low incomes. In some circumstances, a rise in earnings can actually make a family worse off. The poor, therefore, cannot prosper within the official rules. Small wonder that the black economy has grown so fast.

When stated baldly, the rules look mad, and it seems even more illogical that a government which believes strongly in market incentives should actually have made the trap wider and deeper—the result of the failure to honour the Rooker-Wise rules in the 1981 Budget. It certainly seems to be a profound embarrassment to ministers and the Treasury.

Yet moral indignation is not a helpful reaction. The trap is not the result of heartless Bulmbledom, but of the attempt to provide higher standards of welfare out of a sluggish national income. All forms of income redistribution involve high marginal rates of tax. A perfectly redistributive system, which some of the critics of the present system sem to favour, would not abolish the poverty trap, but make it universal.

Real income

What the facts do seem to suggest is that the attempt to marry welfare with a not very progressive tax schedule produces rather unhappy results. Officially, we expect those of low earning power to work out of self-respect, but supplement all low incomes to much the same official poverty level whether they are earned or not.

To provide extra real income for the productive poor is expensive, which is why it has not been done. The question which has not been faced is how expensive—how much incentive would have to sacrificed at average and higher income levels to restore some, though inevitably reduced, incentive at the lowest levels of paid work. The Low Pay Research Unit, a group which lobbies for the poor, has submitted a long memorandum which calls not only for a much more progressive tax schedule, but for a major attack on reliefs, notably for pension contributions and house purchase.

Certainly it is useful to raise such questions in this context, because the problem is unlikely ever to be solved simply by tinkering with the rate schedules. There are grounds for questioning the reliefs on mortgage interest and contractual saving as economic distortions, and we have often argued in favour of fewer exemptions and lower rates, just as we have argued for the Conservative policy of higher child benefits and lower means-tested supplements.

Tax rates

However, tax rates and reliefs are electorally sensitive subjects from which all governments shrink. The Treasury committee, drawn from all parties, can face them, just as it has already persuaded the official machine to divulge the true cost of exemptions, or "tax expenditures." We eagerly await both its factual findings and its policy conclusions.

What makes a car European

IT IS an irony of business history that a measure Japan once took to protect its motor car industry from foreign competition now denies Japan access to the Italian car market. It was in 1950, long before the founding of the Common Market, that the two countries agreed to limit their car exports to each other: Japan feared that a combination of U.S. capital and technology with Italian manufacturing facilities would overwhelm the Japanese market.

Today the fears run in the other direction. The Italian motor industry is particularly glad to have that formal agreement limiting Japanese car imports to 2,000 vehicles a year. Some other European countries are shielded to varying degrees by quasi-official curbs on Japanese car imports, ranging from the tough attitude of France, which limits Japanese importers to just 3 per cent of their market, to the more apologetic approach of West Germany, asking that Japanese market penetration does not proceed too fast.

Protectionism

In theory such bilateral understandings are incompatible with the principle of free trade within the EEC. In practice their efforts are mostly confined to the individual countries concerned. Consumers in those countries are denied the choice they might have had and the value-for-money which the Japanese are capable of providing. The industries and consumers of other EEC countries are not badly affected by the bilateral arrangements of their neighbours—indeed it is clear that the German motor industry, just as much as the French, has benefited from the restrictions France applies to Japanese car imports.

But the EEC is now entering a phase when such bilateral protectionism could begin to have an impact on the industrial policies of different countries in the Community. One topical warning signal is the feeling in the Italian motor industry that the Triumph Acclaim, built by BL of Britain under licence fro mHonda of Japan, should be regarded by Italy as a Japanese car and thus subject to the same rigorous import restraint.

Anfia, the Italian motor industry association, wants to use the case of the Acclaim to persuade the Brussels Commission to produce a clear definition of when a motor-car can be classified as "European."

So far, neither the Government of Italy, nor that of France, where similar feelings were voiced, have taken issue with the Acclaim and the car is being freely marketed in both countries. The Acclaim is not the only example of a Japanese-European car project. Italy, ironically, provides another with its joint-venture between Nissan and Alfa Romeo which is due to begin producing cars at the end of next year.

Investment

Attitudes towards such projects, and the issues of "origin" which they throw up, reflect differing attitudes towards European industrial development. Should European industries be promoted, based on European technology and management and protected from outside competition? Or should European industry welcome inflows of investment and technology from other advanced countries, even though the result may not be wholly under European control?

We clearly favour the second course. It is consistent with an unstoppable trend towards interdependence between the economies of the world. It allows the European consumer to be the judge of what he wants to buy. It makes European manufacturers face up today to changes which will be still necessary, but more painful, tomorrow.

Components

This course involves acceptance of a degree of foreign content. A foreign manufacturer will want to benefit from manufacturing economies of scale, and to satisfy itself that the quality of critical components is maintained. The productivity gap between Europe and Japan can only be closed gradually.

It will be a pity if the European Commission is persuaded to increase the proportion of a car or any other sophisticated product which must be made in Europe for it to qualify as "European." Our ideal of the EEC remains a large market in which goods circulate freely, either because they are purely European in origin or because they have come in across the joint tariff wall. How and in what proportion they are then assembled to produce other and more complex European products should be the manufacturers' affair.

ISRAELI WITHDRAWAL FROM SINAI

Battening down the hatches

By David Lennon in Tel Aviv

ON Sunday Israel makes its final withdrawal from Sinai, the last territorial concession which the Begin Government intends to make over the Arab lands which it captured in the 1967 war.

Israel wants a strong and durable peace with Egypt, the most powerful of its Arab neighbours, but at the same time intends to retain control over all of the West Bank, Gaza Strip and Golan Heights captured respectively from Egypt, Jordan and Syria.

The Israeli aircraft that bombed Palestinian bases in Lebanon on Wednesday, thus ending a nine month ceasefire, brought home clearly the message that in future the Jerusalem Government intends to continue to conduct a tough policy towards those Arab states or organisations which remain hostile.

With the completion of the phased Israeli withdrawal from Sinai over the past three years, attention is now expected to focus on reaching some kind of settlement of the Palestinian issue, which formed the second part of the Camp David accords.

However, the prospects of any solution satisfactory to all parties being achieved are remote indeed. Egypt and Israel, together with the U.S., have been conducting on and off negotiations for more than two years on the possibility of granting some form of autonomy to the Palestinians living on the West Bank and in the Gaza Strip.

These talks have made virtually no progress on substantive issues because while Egypt and and the U.S. view autonomy as a transition stage towards some form of Palestinian self-determination or independence, the Begin Government regards it as an end in itself.

The sharp contrast between today's reality as Israeli soldiers try to displace Jewish settlers in time for Sunday's deadline and the euphoria which surrounded the Camp David accords reached by the late President Sadat and Prime Minister Menahem Begin

The recent bloody clashes in the occupied territories, during which Israeli soldiers shot dead nine Palestinians and wounded over 100, were ample evidence that despite 15 years of occupation, there has been no narrowing of the gap between the aspirations of the two sides.

Almost all the Palestinians want an end to Israeli rule, and most of them want to create an independent state. But the Begin Government has no intention of ever granting such freedom and wants to retain control over the West Bank and Gaza Strip forever.

This is the core of the problem which will continue to keep the Arab-Israeli dispute alive despite the fact that Egypt and Israel are at peace, both countries having successfully kept their sides of the bargain made in the peace treaty signed three years ago.

Israel can be expected to push ahead with its programme of de facto annexation of the West Bank and Gaza Strip by continuing expansion of its network of Jewish settlements in the occupied territories. Its attempts to replace the West Bank nationalist Palestinian leadership by collaborators who may eventually be willing to be brought forward as Palestinian representatives prepared to accept very limited autonomy, can also be expected to continue.

But more immediately, the Israeli Government is likely to carry out major military operations against the Palestinian guerrilla forces in Lebanon in an attempt to destroy the fighting capability of the Palestinian Liberation Organisation.

The military aim of these operations is to pre-empt possible attacks on Israel, while the political aim is to weaken the influence of the PLO in the world and among the Palestinians, especially those living under Israeli rule.

Western hopes or expectations that having completed its withdrawal from Sinai, Israel will now be ready to consider concessions on other fronts in an attempt to broaden the peace process, are likely to be frustrated by an implacable refusal by the Begin Government to cede any more territory. The annexation late last year of the Golan Heights, which had been captured from Syria in 1967, provides ample evidence of this.

If further evidence were needed it has been provided in the frequent statements by the Prime Minister as well as by Mr Yitzhak Shamir, the Foreign Minister, and Mr Ariel Sharon, Defence Minister, that Israel has come to the end of the road where concessions towards the Arabs are concerned.

The extraordinary sight of giant Israeli bulldozers flattening the settlements being evacuated in Sinai offered a stark reminder of how nervous Israel is about its security. Despite having a peace treaty with Egypt, Israel decided to wipe out the settlements near its border rather than leave them for the Egyptians. Peace or no, it does not like the idea of having a sizeable Egyptian population near its southern border.

The only prospects for any change in these official Israeli attitudes would be if the ruling Likud coalition of Mr Begin was to be replaced by a coalition led by the Labour Party. Because of his razor-thin majority in the Knesset, Mr Begin has been considering holding early elections, possibly in November this year.

However, one of the main reasons he is willing to contemplate new elections is that opinion polls have generally depicted his party as increasing its share of the vote if elections were to be held soon.

Even if Labour was to confound the poll and form a new Government, the current militant mood in the country would make it extremely difficult for it to pursue its policy of offering territorial concessions in the West Bank in return for peace with Jordan and the Palestinians.

Apart from the Israeli voter, the only other agent with the potential power to change Israeli policy is the U.S. Government. The enormous economic, military and political support it gives Israel places a lever in the hands of Washington, but whether it has the will or the skill to use it effectively remains in doubt.

The prodigal signals a return to the Arab fold

By Anthony McDermott in Cairo

FOR SOME months now, the Cairo daily newspaper Al-Gumhouriya, has had on its front page a small box counting the days left for Israel's withdrawal from Sinai.

It might well also have been counting the days left for the Camp David accords, and certain aspects of the Egypt-Israel peace treaty. But it is not yet time to write off totally the unprecedented rapprochement between the two countries.

The raid by Israeli aircraft on Wednesday on Palestinian camps in Lebanon and the air battle with Syria may have caused some fleeting concern that Israel was, after all, going to desperate lengths to halt the withdrawal from Sinai at the last minute. President Husni Mubarak, however, was not to be distracted.

Ever since he succeeded the late Mr Anwar Sadat last October, the Egyptian President has made it plain that he will stand by the peace treaty with Israel. But from the beginning—by forbidding Cairo's media to abuse other Arab countries and their leaders—he has also made it clear that he wanted to rejoin the Arab fold.

In line with this approach Mr Mubarak is visibly reluctant to visit Israel. Yet there are no signs that he actually wants to abandon the peace treaty. The worst that might happen is that the process of normalisation—in other words the development of economic, social and cultural relations typical of ordinary neighbouring countries—might slow down. In the event of a full-scale Israeli invasion of South Lebanon or an equally anti-Arab action, Egyptian-Israeli diplomatic relations could be down-graded, but an overall break still looks unlikely.

Where the Camp David negotiations are most likely to come to a halt is over the question of Palestinian autonomy on the West Bank and the Gaza Strip. After nearly three years these have made no tangible progress beyond identifying more details of the fundamental differences between Egypt and Israel. The Israelis are determined that this troubled area should not become an embryo Palestinian state. The Egyptians are equally determined that it should.

However, unlike President Sadat, Mr Mubarak has also publicly made the point that Egypt is prepared to negotiate only so far on behalf of the Palestinians. Thereafter it would be up to the Palestinians. What could emerge in the long-term—subject crucially to Israeli and Palestinian co-operation—is the "Son of Camp David" in the shape of some variation of the plan put forward by Prince Fahd of Saudi Arabia.

But given Israeli policy on the West Bank, there is little optimism in Cairo that this will in fact happen. So probably later rather than sooner, the autonomy talks will expire.

Mr Mubarak has deliberately made Israel's final withdrawal less of a celebration than Mr Sadat wanted. Two Sinai governors will attend the flag-raising ceremony, but he is unlikely to attend himself, a modest approach clearly aimed at the other Arab countries.

Does this herald the full-scale return to the Arab fold which makes Israel so apprehensive? To some extent, the return has already begun and although Egyptians talked with some contempt under Sadat of the other Arabs, the links have always been there. There are some 2m Egyptian workers in the Arab world, mainly on the Arabian peninsula and in Libya. It did not take long for Arab tourists to flock back to Cairo, after a brief token boycott.

Soon after the Iran-Iraq war began in the autumn of 1980, Egypt began supplying arms and spare parts to Iraq. A senior delegation, possibly headed by the Iraqi vice-president was reported to have visited Cairo for arms purchases at the end of last month.

Senior Egyptian financial officials have for some months been making regular visits to Saudi Arabia. As a result, the door for Egypt's return has already been opened, not least because Mr Sadat, whose speech before the Knesset in Jerusalem was regarded as the ultimate Arab treachery, is dead and because nobody seriously expected Mr Mubarak to repudiate the agreements with Israel.

But while Egypt is likely to become openly but gradually acceptable to moderate Arab states, relations with the extreme "Steadfastness Front" — chiefly Syria, South Yemen, Libya, Algeria and the Palestine Liberation Organisation — will take longer.

One sign of this creeping rehabilitation was the reception given to the Egyptian delegation at the non-aligned meeting held recently in Kuwait. Its views on the future of the Middle East were not accepted, but it did not have to fend off an attempt at expulsion like the one which occurred in Havana some years ago.

Mr Mubarak has emphasised that Egypt is an Arab and African country, closer to the Nasserite non-aligned tradition than it was under Sadat. Inevitably, but not dramatically, this will mean a cautious distancing from the U.S., and closer ties with the Soviet Union, which is keen to replace its ambassador who was expelled last September by Sadat.

Israel's withdrawal from Sinai thus marks the opportunity for Egypt to conduct a foreign policy which fits more comfortably with its position as a leading Arab country in the developing world. But nothing can take away the unique difference that no other Arab country has concluded a peace treaty with Israel.

Men & Matters

Ins and outs of Whitehall

Strange, the ways of Westminster and Whitehall. For close on three years Lord Carrington ran the Foreign Office with Sir Michael Palliser as his Permanent Secretary. And a highly regarded team they were.

Then the Argentines invaded the Falklands—six days before Palliser was due to retire from the diplomatic service.

His farewell party at the Foreign Office turned into a political wake for Carrington, who with the other FO Ministers Humphrey Atkins and Richard Luce, resigned a few hours earlier because of the "great national humiliation."

Readily admitting his own errors of judgment, Carrington departed to satisfy political honour despite Margaret Thatcher's pleas for him to stay.

And what of Palliser, whom Carrington presumably consulted before mistakenly concluding that Argentina would not use force?

Sir Michael duly went into retirement on April 8—and was immediately recruited by the Prime Minister to act as special adviser in the Cabinet Office where he has reportedly been co-ordinating diplomatic moves to find a salution to the crisis.

But then, as I wrote some months ago, Palliser is said to have a "startling ability for producing fresh ideas."

Screen test

It isn't the fact that coverage of the Falklands crisis is costing BBC television news £20,000 a day that is fraying the nerves at Lime Grove.

What really upsets them is the Argentines' refusal to give them any technical co-operation in getting film back to London. The international TV news agency Visnews, used by the BBC for satellite feeds, is a British company, Buenos Aires has decreed — and one to be shunned.

The BBC has had to resort to older and more laborious means of getting its reports home. While on the other channel, News at Ten is receiving trouble-free supplies by satellite through UPITN, whose connection with the U.S. news agency UPI, is judged to make it neutrally American.

Barratt's own

Sir Lawrie Barratt, who built his own home before deciding to go on and build 13,500 a year up and down the country for other people, has just notched up another land deal.

This time, however, the acreage in question is not likely to be turned over to a mixture of luxury and low-cost "starter" homes. Sir Lawrie, chairman of Barratt Developments, has acquired over 4,000 acres of the most picturesque countryside in north Yorkshire.

The knight from Newcastle, who sold half his shareholding in the group in December to raise £1.7m has predictably put the money into property. He has bought the Farndale estate, situated at the heart of the north Yorkshire moors National Park and designated as a nature reserve by virtue of its wild daffodils.

The estate, which includes 56 farms and cottages and 1,200 acres of prime shooting moorland, was put on the market last summer for £1.5m by John Stancer, a Midlands solicitor.

Farndale—previously owned by the Lords Faversham and Hotham — was recently in the news when Taylor Woodrow Energy was refused permission to search for gas at the valley head. Sir Lawrie has emphasised, to some worried tenants however, that his purchase is a private transaction and that he intends to retain the estate as a whole and solely for his own use.

"We're going back to the Sir Alec Douglas-Home method."

Dutch treat

Let nobody accuse the Royal Dutch/Shell group of being a huge bureaucracy.

The personal touch is there to see in the annual report of Shell Transport: a cosily conversational foreword by chairman Sir Peter Baxendell, peppered with first person pronouns and decorated with a picture of himself standing in front of an expensive-looking curtain.

"Events of the past few months have produced clear evidence that the energy industry generally—and the oil business particularly—is in the process of considerable change . . ." he intones.

Over in The Hague, Royal Dutch chairman Dirk de Bruyne, photographed in front of a splendid picture of a naval encounter, gives his report a distinctive continental flavour.

De Bruyne chooses his words carefully: "Events of the past few months have produced clear evidence that the energy industry. . . ."

Unanimity with Baxendell lasts for 18 paragraphs, at which point the Dutch chairman announces his retirement, wisely refusing to make a fetish of international account harmonisation.

Cold comfort

Purists may protest—but Scotch appears to be going down well with ice.

According to the Scotch Whisky Association, consumption of the "water of life" increased by no less than 1,050 per cent in the polar regions of Antarctica last year. Of all the money spent on alcohol in the icy wastes, nearly 90 per cent went on whisky.

The SWA says the polar market is very volatile, depending crucially on the number of scientific surveys being carried out there. Almost total abstinence can be quickly followed by levels of consumption which, per gullet rival those of Glasgow.

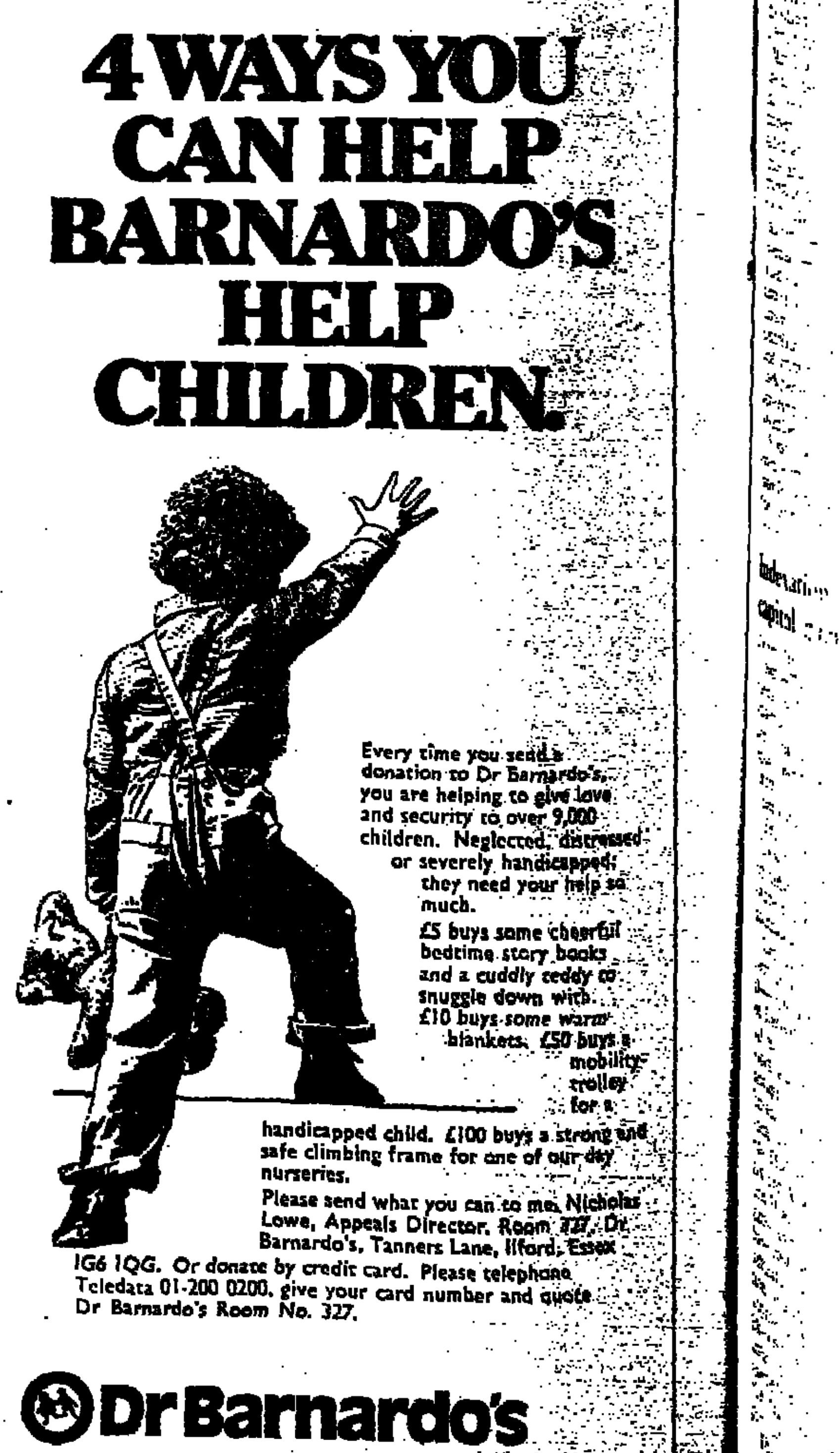
Whisky sales during the six months of 1981 for which statistics are available amounted to £3,500. For the same period of 1980, a mere £238 worth was poured out.

In tune

With Britain's naval task force poised for action today — St George's Day — a hymn might be considered appropriate.

How about the St George's Day hymn in Songs of Praise: "Lord God of Hosts, within whose hand/Dominion rests on sea and land?" It is sung to the tune of Falkland.

Observer



POLITICS TODAY

An awful lot of 'ifs'

By Malcolm Rutherford

BRITISH POLITICS are now entirely overshadowed by the Falklands crisis. Ministers look listlessly at their briefs on other subjects, wondering all the while what is going to happen in the South Atlantic. The normal political gossip—about the local elections next month, the progress of the SDP, the future of British Leyland or Lord *McCarthy's* report on the railways dispute—has been suspended.

And the simple fact is that no one knows what the outcome is going to be. It all depends on the big "ifs." If the British succeed in securing an Argentine withdrawal from the islands, however temporary, the stock market will take off, *the Government will be judged* to have triumphed and Ministers can look forward to a successful general election.

But if the Falklands adventure fails, if a large part of the British fleet is lost and, with it, the international support that the country has gathered so far, then the very future of the Government is in doubt. It will not be just a question of whether Mrs Thatcher is replaced by Mr Francis Pym, the new Foreign Secretary—my own guess is that it would still be more likely to be Mr James Prior—but of whether the Government can survive at all without a general election or a coalition.

The first problem is the power vacuum in Argentina

There are, of course, a lot of "ifs" in between. How do you define a successful outcome? Or how do you dress up a diplomatic compromise that is really no more than an alibi for surrender? As some Americans used to say about Vietnam: "Let's get out and say we've won." It hasn't come to that yet, but the point is that nobody knows where we shall be this time next week, or even next Sunday, when Mr Pym should have completed his talks in Washington.

When the full Cabinet met last Tuesday evening, some Ministers not directly involved in the crisis management came away very gloomy. The reasons *are not hard to see. Ministers* were told that as Mr Alexander Haig, the U.S. Secretary of State, had discovered in his trips to Buenos Aires the problem is that there is no one in Argentina with whom effectively to negotiate.

There is President Galtieri. There is the rest of the Junta, now pronounced by Mrs *Thatcher as if she had* been speaking Spanish all her life—unlike Mr Pym's wrestling with Buenos Aires. There are the three armed services and all sorts of other people breathing down their necks. "It would be better," one Minister said, "if it were a real dictatorship. At least it might be efficient."

That, then, is the first problem. *There is* a power vacuum in Argentina. Nobody knows who will fill it, or whether it will be filled at all.

There are more fundamental *difficulties. The British position* which Mr Pym took to Washington is miles apart from the Argentinian proposals that Mr Haig transmitted to London at the beginning of this week. Some American diplomats say that it is only a question of semantics, timing and face: the British are ready to cede sovereignty, but not yet; the Argentinians *want sovereignty*, or at least the assurance of future sovereignty, now.

That is not quite how the British talk, and certainly not the politicians, who realise that any proposed settlement will have to be acceptable to the House of Commons. The mood of the House is unpredictable, with everyone watching each other's reactions.

The Government still wants a total Argentinian withdrawal. There might just be room for argument about the presence of a few Argentinian policemen, though even that is doubtful. One compromise suggestion is that there might be no policemen on the islands at all for an *interim period, the present local* force amounting to three.

The Government also wants the restoration of British administration and some time—how long is negotiable—to consult Falkland opinion. Negotiations on a long-term settlement would follow.

Francis Pym: wrestling with Buenos Aires.

Undoubtedly, there is some possibility of concessions. The British are not wholly averse to the idea of a U.S. presence, but that is not yet part of the British negotiating position. They are averse to a United Nations presence, a topic to which we shall return. Yet, on the basis of the known evidence, it cannot be said that Britain and Argentina are anywhere near reaching a peaceful solution.

There are other cards still to be played, apart from the military. Mr Pym has accepted a suggestion from a Cabinet colleague that leaders of the countries with whom Argentina has the closest ties should be invited to telephone President Galtieri and seek to persuade him to desist. The argument would go like this: "We want Argentina to be a natural part of the Western world, to which it belongs. We—not the Russians—are your friends."

Possible candidates are Chancellor Schmidt of West Germany and Mr Malcolm Fraser and Mr Zenko Suzuki, the Prime Ministers of Australia and Japan respectively. Another might be President Sandro Pertini of Italy, not only because he is a considerable figure in his own right but because of his country's long-standing connections with Argentina.

It is also quite likely that the United States will join the European Community in imposing economic sanctions on Argentina within a few days. Although there never seemed much doubt to this reporter which side the U.S. was on, there is a widespread feeling on both sides of the North Atlantic that the time for an American display of "even-handedness" is coming to an end.

Thus the pressures on Argentina will increase, economically, diplomatically and—as the fleet gets nearer—militarily. Yet you still come back to the problem that there may be no-one to negotiate with and that Argentinian pride might be too great to allow withdrawal from the islands on any terms acceptable to the British.

It is here that the United Nations option comes in. Mr Denis Healey, the Labour Party spokesman on foreign affairs, is in the U.S. at the moment, almost literally shadowing Mr Pym. It does not appear to be an entirely popular trip with the U.S. Administration: Mr Healey asked to see Mr Haig when the Secretary of State was in London last week and was fobbed off. Nor does his idea of further recourse to the UN seem acceptable to either official London or official Washington. The British Cabinet tends to fear that any return to the UN would result in a weakening of the support already given. Indeed, even the original approach—which turned out to be so successful—was initially viewed sceptically by *some* officials who should have known better. (The Government never expected such European support, either.)

Still, Mr Healey *makes* two points which ought to be taken seriously. The first is that if there is to be an interim administration in the Falkland Islands, the UN is quite the best-placed to provide it, or at least to participate in it. It would demonstrate the need for an international solution. It would show that the UN was back in being as a *body capable of promoting* international peace and international order. The consequences of that could be profound, and all to the good.

The second point is that if the American mediation fails, Britain must return to the UN at once before embarking on military action. It would be worth reaffirming international support, and having a new go at mediation through the UN, before a shot is fired.

The full Cabinet has not been consulted on these possibilities. Indeed, the operational details of the exercise are known only to a handful of Ministers and so far there are no complaints about that. The general atmos*phere in the Government is said* to be good with Mr Pym and Mr William Whitelaw, the Home Secretary and Deputy Prime Minister, having a stabilising influence on the inner discussions and the whole Cabinet wishing Mr Pym success in his endeavours.

It is also striking that support for Mrs Thatcher and for military action in the country seems to be increasing. The MORI poll published in The Economist this morning suggests that the actions to date have damaged neither Mrs Thatcher nor the Government as a whole. Satisfaction with her handling of the crisis rose 60 per cent of those polled last week to 68 per cent on Wednesday this week. It is two years since the Tories have been so popular.

Not for two years have the Tories been so popular

Yet there could come a time—perhaps very soon—when Ministers will have to ask themselves whether they approve of the guns being fired. The question is really one of proportion. One would hope that some of them will speak up for trying the UN.

* * *

Sometime, too, we shall all return to normality. Here is a quote about what has been happening to the economy in the meanwhile from that impeccable source, the Financial *Times*: "*BL has been forced to* cut production of its Metro model at Longbridge for the first time. . . . The action is attributed to over-production through better-than-expected efficiency."

Those are what Mr Edward Heath, when he was Prime Minister, used to call "the problems of success."

Lombard

Some answers to the CAP problem

By John Cherrington

WHETHER OR *not a compromise* is reached in the next week or so on the problem of Britain's budget contributions to the EEC, it is unlikely to include any fundamental reforms of the Common Agricultural Policy. Yet the weaknesses of the policy are still there and in all probability will get worse. The products most likely to be in surplus—milk, cereals, beef and sugar—show no sign of shrinking.

Everyone admits that there is something wrong in this. Conventional analysis blames the fact that prices have been fixed at too high a level in order to support the small farmers who are in the greatest majority in the Community. If only these small units could be eliminated, it is claimed, production would soon be restored to market levels and surpluses miraculously would drop. High prices would be replaced by income *aids for the smaller farmer*.

This proposition ignores the basic facts of the European farm problem. Surpluses are the products not of the small farmers, but of the larger more efficient units. The more small farmers are removed or persuaded not to produce, the more room is left for the larger farmers to expand and to reduce their unit costs by economies of scale. A case in point has been the lack of success of the various attempts to remove cows from the dairy herd. After these measures had succeeded in getting rid of 1.5m cows, the total dairy herd remained at the figure of 25m and output still soared.

The remaining farmers had simply improved their techniques and expanded their herds. This was in spite of a virtual freeze on farm prices during the 1970s. In this way they were assisted by their governments which in all countries have advisory services teaching farmers to produce more of everything.

Away from the EEC, many *countries which support* their farmers try to limit their liability. In Canada and Australia quotas applicable to individual farms limit support payments to the amount of output *needed. In the United States* farmers for years have had their grain support limited by the use of a set-aside system. They were paid so much an acre to take land out of production of particular crops. The Reagan administration has imposed new set-aside arrangements; farmers who fail to respond to the reductions in acreage of 15 per cent of wheat or 10 per cent of maize lose their entitlement to the Government's loan support.

The EEC has in the past thought on the same lines. In 1968 Dr Sicco Mansholt, then Agricultural Commissioner, proposed taking 5m hectares or 12½m acres out of production and compensating those displaced. Dr Mansholt's suggestions were immediately condemned by the farming lobbies and the council of ministers, but that does not mean they were inherently unsound.

For 20 years the British Government operated a system of standard quantities, in reality a form of quota. A level of output was agreed and this got full price support, and the balance received the current market price. In practice the returns were averaged between all farmers and this stimulated the larger ones who were able to spread their overheads. Farmers *who did not increase* their output lost out, because the effect was to reduce prices overall. So the incentive to increase production remained.

Reducing farmers' prices either directly or by freezing them seldom appears to reduce production. It usually results in the opposite, at least in the medium-term.

This would not matter so much if farmers were made directly responsible for the cost of their support on the lines of the present co-responsibility levy for milk which is in danger of being whittled down. But this would still benefit the larger farmers. The alternative would be a set-aside system based on *land taken out of all kinds of* production surplus. It is difficult to see any sensible alternative but solutions based on common sense are seldom politically acceptable.

Letters to the Editor

The Falklands: international mugging must cease

From Mr A. Spencer

Sir,—Attitudes expressed in your leaders on the Falklands *crisis during* the past three weeks have had me reaching for my pen but I have resisted the temptation. Two remarks you made, however on April 21 under the heading "The fleet gets nearer" simply cannot be allowed to stand without comment.

The first of these remarks to which I take strong objection is, "*Where* Mrs Thatcher has boxed herself in, however, is in her insistence after the attack that Britain must first recover the islands before there can be a long-term solution."

May I ask you just why anyone is "boxed in" by demanding the return of stolen property? The Argentines invaded and took the islands by *force* and this, quite simply, is international mugging and cannot be allowed. The long term solution — admittedly long overdue — can be discussed when our stolen property is returned to us. *Otherwise, let no* nation, or even householder, complain to the police of theft and criminal assault and then back-pedal on their resolve by agreeing to negotiate with the assaulters.

Your second remark is an even worse example of wet and woolly thinking — "It is one of the principles of negotiations that both sides have to make concessions." You talk of principles — where, may I ask, are yours? Negotiations are now under way with thieves who really have no right — other than *force-majeure* — to be heard at all until they have made amends for their depredations by withdrawing their forces from the islands. This, surely, is the least that we can insist on if we are to hold any principles ourselves. To talk of concessions at this stage is to strengthen the resolve of the junta and to show them that some persons in this country have principles that are so weak that they can easily be overturned.

A. C. D. Spencer.
Waterbeck,
Windermere, Cumbria

From Mr C. Harley

Sir,—For the avoidance of doubt in the Argentine and in countries so far uninvolved in the present dispute it is necessary to define the British objectives. Our clear duty is to ascertain the wishes of the inhabitants of the Falklands and to ensure that they are given effect.

To do *this the Argentine* forces must return to the mainland leaving perhaps 50 unarmed police to maintain law and order. Without delay all the literates of 18 or over resident on the islands on April 1 must be asked how they wish the islands governed in future.

There can be no objection to the Argentine Government being asked to comment on the choices to be included in the plebiscite which should be carried out under the supervision either of the United Nations or of two neutral Governments.

The realistic alternatives appear to be limited to government as a British Crown Colony, *incorporation* in the Argentine Republic, government as an Argentine colony or government by some other state, possibly New Zealand. Independence does not seem to be a viable choice but the British or Argentine Governments may wish this or some other choices included. The option selected by the largest number of the inhabitants would then be adopted.

If such procedure is now accepted by Argentina, military action by the British before the plebiscite must be provocation and unnecessary. Sovereignty must rest with the islanders. If unfortunately the Argentine Government will not accept that fact then any necessary force can legitimately be applied.

C. S. Harley.
52, Rodney Street, Liverpool.

Banks' lending policies

From Mr T. Clarke

Sir,—I read your leader of April 17 with great interest. I think your last few sentences highlight one of the major problems of our time, that is the double standards used by bankers in their lending policies.

I have no cause to complain of my treatment, I have always been received in a kindly manner and providing I was prudent with my requests and prepared to give satisfactory guarantees it has always been possible to borrow.

Yet when lending to unsound countries different standards apply and with far larger sums. Sums have released the borrowers' inadequate resources either to buy weapons to be used as a threat against us, or to subsidise their exports, on occasions at below the cost of raw materials, so desperate are these countries for foreign currencies.

It does prompt the twin thoughts of whether bank directors would be as free with their own money as they are with that of their shareholders and if so, would it not serve our industries and the free world better to use *this* wasting money to reduce interest rates or is it that banks prefer to lend at 14 per cent rather than 7 per cent?

Tom Clarke.
High Trees, The Bailey,
Skipton, North Yorkshire.

Indexation of capital gains

From Mr J. Newman

Sir,—The Finance Bill contains detailed provisions for indexation of allowable costs for capital gains purposes and also increases an individual's annual limits for exemptions from capital gains.

This is welcome news for all who will suffer capital gains tax on inflationary gains but may I suggest the *approach* may be anomalous.

Let us take the example of four individuals—A, B, C, and D—each with capital to invest *of £50,000. A proceeds to* invest all his in a luxury home; B in stock exchange securities; C in antiques; and D in a small business. At the end of 10 years each sells up and finds that he has £100,000. The capital gains tax for A will be nil, but B, C and D will suffer the tax on the gains over the indexed linked base cost. B can, however, take advantage of the annual exemption avoiding £5,000 a year by buying and selling shares. C likewise, with a little juggling using the chattel and annual exemption will probably avoid the tax. Only D will have to pay tax.

This cannot be right, particularly if D invested in a socially and economically useful business!

The annual exemption should be available for carry-forward indefinitely; each individual should have a lifetime exemption—similar to that for capital transfer tax purposes; and as a quid pro quo for the last point many of the *exemptions like* private residence, retirement, chattels, etc, should be abolished.

My feeling is that the result will be a considerable *simplification* of the legislation, a reduction in Inland Revenue staffing costs, a reduction in taxpayers' own compliance costs, *and last*, and most important, a greater fairness in the system.

John A. Newman.
Kingsgate House,
115, High Holborn, WC1.

Managing trusts

From Mr D. Burt

Sir,—As a private investor interested in the investment trust sector, I have been following closely developments within the trusts managed by Touche Remnant.

The Investment Trust Yearbook for 1981 reveals that each of the nine trusts held GEC and Shell among its top four holdings. Five trusts, at least, were invested in TR Energy and three trusts, at least, were invested in Jardine Japan fund. In addition, there were many cross-holdings, sometimes involving other trusts, not *counting* TR Energy.

According to the last figures published by the Association of Investment Trust Companies re Touche Remnant trusts, the total return on NAV over five years ranged from 180 to 220 against a general trust average of 198.

Surely it is advantages both for the managers and investors to have a situation where one can select a trust on the basis of growth prospects or income, with corresponding variation in yield, plus the *choice of specific markets* or sectors, rather than be faced with having to pick any one of nine trusts diluted in varying degrees. In any case, even after the proposed reorganisation there will still be three trusts with general portfolios.

In my opinion, the management deserve the unqualified *support of their shareholders.*

Dennis R. Burt.
62, Ormonde Drive, Glasgow.

Required reading in Marsham Street

From Mr C. Clarke

Sir,—I was interested to read your editorial on April 13, but amused by its concluding paragraphs. The Urban Development Grant idea, credited by Mr Heseltine to the Financial Institutions Group (FIG), is certainly not new. The American experience on which the idea is based was exhaustively described in a DoE-sponsored research report two years ago.

The fact that the Secretary of State for the Environment took two years to become aware of research findings published by his own Department is hardly a good example of the "*sense of urgency*" which you state is shared by Mr Heseltine and FIG.

Moreover the fact that FIG needed to travel to America to research the idea, rather than read the documents available in Marsham Street, is not a good example of financial economy.

C. J. L. Clarke
22 Newbrough Crescent
Newcastle upon Tyne

Laporte Inds. profits advance to £15.21m

A SIGNIFICANT advance from £11.7m to £15.21m has been made at the pre-tax level at **Laporte Industries (Holdings)** say the directors. Group sales for the 53 weeks to January 3 1982 rose from £196.53m to £214.67m. Profits in the second half moved ahead from £4.22m to £8.79m.

The chief factors underlying the profit improvement were the continuing programme of rationalisation in the UK and the elimination of loss-making activities, say the directors.

The improvement in productivity began to be evident in the second half, they say. The contribution from associate companies rose from £8.05m to £8.59m but the directors point out that the improvement was largely counter-balanced by exchange rate changes.

The final dividend of this chemical manufacturer is held at 3.5p which repeats the total at 7p net. Earnings per 50p share are given as moving ahead from 5.49p to 10.78p.

The tax charge rose marginally from £8.49m to £8.94m, including *a charge for the UK of £1.95m* (£1.88m). The directors note that this was despite unrelieved tax losses in certain associate companies. The tax charge for associates was £5.39m (£5.03m).

The total sales figures comprised of £137.12m (£129.48m) in sales from Laporte and subsidiaries and £77.56m (£67.05m) from principal Interox companies.

Pre-tax profits were struck *after increased interest charges* of £3.2m, against £1.81m. After tax and an extraordinary credit of £278,000, compared with previous debits relating to closure costs of £11.07m, there was an attributable surplus of £6.55m, against a deficit of £7.56m.

On a current cost basis, pre-*tax profits rose from £3m to* £4.5m and the deficit per share was 7.73p (9.53p).

See Lex

HIGHLIGHTS

Lex looks at the 1981 figures from **Dunlop** which show break-even at the pre-tax level but *a £41m loss at the attributable stage*. However, European tyre losses have been reduced and the company has held its balance sheet together by major disposals. Lex then goes on to consider *the strong second-half recovery from* **Laporte**, leaving profits 30 per cent up at £15.2m for the full year. But this is mostly due to closure of a loss-making operation and other non-trading items. Demand is still poor with margins under pressure. **British Aerospace** is paying £45m for **Sperry Gyroscope**, a subsidiary of Sperry Rand of the U.S. The acquisition makes weapons-control equipment and fits into BA's dynamics division. Finally the column considers the Stock Exchange's strong reaction to the proposals to index capital gains.

Hestair lifts profits 124%

A FURTHER strong recovery in profits is reported by **Hestair**, *the Windsor-based industrial* group, for the year ended January 31 1982. At the pre-tax *level* profits are 124 *per* cent higher at £1.64m, after being ahead by 89 per cent to £833,000 in the first six months. But this result is still well below the record £4.26m achieved in 1978.

The dividend is being partially restored, a final of 1p per 25p share doubling the payment to 2p.

Turnover showed an improvement from £58.99m to £64.22m. The directors state that while the profit level is still not commensurate with the group's turnover and capital employed "it has been achieved despite generally hostile environment in which most of its direct competitors are making substantial losses." Full-time working has been maintained at all the group's factories throughout the year and there have been no redundancies, they add.

The group's balance sheet remains *strong with net borrowings* held at £5.5m at the year end which represents 44 per cent *of net tangible assets. During* the year borrowings were held at a lower level than in the *previous year and this, together* with reduced interest rates, resulted in a reduction in interest charges of £635,000. There are ample facilities for future working capital requirements, the directors state.

Net earnings for the year came through at £1.48m (£655,000), after a low tax charge, equal to 8.1p (3.6p) per share or 4.3p *(1.9p) adjusted to a full 52 per* cent tax rate. Current cost profit, before tax, is given at *£897,000 (£129,000 loss).*

The group manufactures fire fighting, road sweeping, waste *disposal and refuse collection* vehicles and farm equipment. It also manufactures a variety of consumer products and owns employment bureaux.

Advance by Samuel Properties

PROFITS, before tax, of property investment and development concern, **Samuel Properties**, showed an advance from £1.11m to £1.54m for the six months to December 31 1981. Gross income climbed from £3.29m to £4.9m.

The company says the increase in profits was due principally to an improvement in property investment income, a more satisfactory contribution from residential trading activities and the absence of exceptional losses during the period (£242,000 for 1980).

With stated earnings per 25p share up from 2.52p to 3.69p, the interim dividend is being raised by 0.1p to 1.3p net—the previous total payment was 4.3p.

The mid-year pre-tax profits *included a higher contribution* from associates of £82,000 (£48,000). Tax charge rose from *£444,000 to £545,000, there was a* transfer of £83,000 (£65,000) from capital surplus in respect of development properties and minorities again took £7,000.

Profits lower at Wire & Plastic

A SETBACK in pre-tax profits was shown at **Wire and Plastic Products** *for 1981. The surplus* fell from £379,093 to £313,302 on lower turnover of £2.37m against £2.51m.

In the second half taxable profits were lower at £142,891, compared with £203,778. The final dividend has been held at 1.22p which raises the total from 1.95p to 2.07p.

After tax of £108,163 (£140,258) and an extraordinary credit last time of £33,238 earn*ings per 10p share fell slightly* from 6.84p to 5.87p.

Mr J. Valentine is resigning as *chairman upon reaching 70. His* place will be taken by Mr J. R. Symonds.

On a current cost basis pre-tax profits were £317,700.

Dunlop breaks even after £19m second half profit

A RETURN to pre-tax profits of *£19m is reported by* **Dunlop Holdings** for the second half of 1981. This covers the loss of the *same amount incurred in the* first six months and leaves the group in a break-even position *for the year compared with a* profit of £10m for 1980. The dividend is maintained at 4p per *50p share, with a final of 2p.*

Sales of the group—which has worldwide interests in tyres, *engineering, and industrial* and consumer products—increased by £70m to £1.45bn and operating *profits improved to £52m*, compared with £50m in 1980.

Operating profits in the second *half of 1981 were £33m which* represents a "marked improvement" compared with the £19m *in the first half of the year and* £17m in the second half of 1980.

After allowing for share of associates' losses *of £7m*, compared with profits of £9m last time, there is a profit of £45m but this is eliminated by financing charges of the same amount. In 1980 financing charges were £49m.

After tax of £29m (£21m)—mainly overseas—and minority interests, the loss attributable to shareholders comes out at £41m, compared with £15m—equal to 29.4p (11.3p) per share.

The loss before tax on a CCA basis is shown at £19m (£30m).

A breakdown of the group's sales shows that the sterling equivalent of overseas sales rose 15 per cent while the sales by UK companies fell by 10 per cent to £498m—the value of exports from the UK at £129m showed a decrease of 13 per cent. The 1980 sales included those of Angus Fire Armour which prior to its sale in November 1980, amounted to £35m.

The directors state that although the recession made trading conditions in the UK difficult, the rate of loss in the UK tyre business declined significantly due to improved productivity and costs.

The engineering group earned higher profits from the principal activities relating to the aviation and vehicle markets and the industrial group maintained its profits. Sport sprofits were lower, while the consumer businesses incurred losses.

The directors say that in other parts of the world experience *varied widely*. Germany experienced the effects of a recession and incurred a loss while in the U.S. profits were well ahead of the depressed levels of 1980. Companies in India and most of Africa also increased their profits but Nigeria sustained a loss. Profits in New Zealand and in the manufacturing and estates companies in Malaysia were lower.
trading the directors say that the results *in the early months of*
Commenting on current
the year are better than those *of the same 1981 period*. A number of overseas subsidiaries, notably in the U.S. and South Africa, *are performing* well while others, as in Nigeria, are feeling the effects of the local economic situation.

They report that in Europe there are no reliable signs of a general recovery in demand "although some early indications look favourable if they prove to be sustained." The directors say that the improvement in current results is mainly due to management action to reduce costs and to improve productivity and market shares.

"This together with the group's policy of maintaining capital investment and research and development in higher technology products and processes, provide a firm base for progress worldwide."

There were extraordinary gains during the year of £26m, including £23m on the sale of Dunlop Estates Berhad, but these were fully absorbed by rationalisation costs, mainly in the UK. In 1980 there were gains of £21m while rationalisation and other costs amounted to £29m less minority interests of £8m.

After allowing for the deferred proceeds on the sale of Dunlop *Estates, year-end borrowings* were £35m higher at £363m. The increase includes £43m due to *the consolidation* of Dunlop France and £17m due to exchange rate movements; but the de-consolidation of Dunlop India reduced borrowings by £17m.

The ratio of medium- and long-term loans, less the deferred proceeds, to net assets was 40 per cent (39 per cent).

Funds generated during the year of £146m (£79m), included £94m of divestments (£25m), of *which £60m was the deferred* proceeds from the sale of Dunlop Estates.

At the year-end net assets employed were down from £684m to £575m. A reduction in investments from £134m to £46m includes £95m on the dissolution of the union with Pirelli. This also resulted in a reduction of £75m in shareholders funds.

See Lex

Steel Brothers in cash call for £4.5m: profits up 40%

AT THE same time as reporting a near 40 per cent increase in 1981 pre-tax profits, **Steel** *Brothers Holdings*, the construction and foodstuffs group, has announced the widely predicted rights issue. The company is raising £4.5m, on the basis of one new share for every four held at a price of 170p per share.

Profits, before tax, for the year climbed from £5.59m to £7.81m, following first-half figures which were ahead by some 9 per cent at £2.84m (£2.6m). The board considers the results satisfactory in the light of difficult conditions world-wide.

On prospects, the board comments that the group can look forward to continued growth and reports that a satisfactory start *has been made to 1982.*

The final dividend is being lifted from 4.88p net to 6.45p *for a higher total payment of* 9.6p per 25p share, against 8p in 1980. The board expects to be able to maintain the total on the enlarged capital.

Group turnover for 1981 improved from £100.72m to £110.55m. Trading profits were ahead by some £5m to £15.42m, before charging higher depreciation of £3.19m (£2.44m) and interest of £4.43m (£2.41m).

UK tax charge rose from £490,000 to £531,000 and overseas tax was up from £1.54m to £2.07m. In 1980, however, there *was a deferred tax release of* £2.25m Stated earning per share were 42.83p, compared with *28.37p excluding the deferred tax* release and with 48.64p including the same.

The board says of the results *that while the falling value of* sterling was beneficial to profits earned overseas, the overall *improvement was mainly due to* excellent results in food and catering and also to a higher contribution from the group's rock products and construction supplies business in North America.

The group's other areas of activity made small, but useful, profits in difficult trading conditions.

Explaining the background reasons for the rights issue—*which is underwritten*—the board says that in 1979, £2m was invested from the UK to support the *group's* Canadian and U.S. expansion programme and in 1981, an additional £2.8m was remitted to finance part of the cost of construction of a new lime plant in Montana.

Also during last year, Steels Canada acquired and improved lime operations at Tacoma, Washington, at a cost of C$5.5m; doubled the capacity of the lime plant at Pavilion Lake (C$5.7m); and constructed a bulk lime distribution terminal at New Westminster (C$0.7m).

The remittances from the UK were partly borrowed from bankers and it is intended that £3.5m currently outstanding will be repaid out of the proceeds of the rights issue. Other short-term borrowings will be reduced *and group liquidity improved to* provide a sound base for future growth.

Last year, a professional revaluation of the group's interest in land and buildings, excluding gravel bearing lands, *was carried out principally on* such assets located in the UK and Canada. This has disclosed an unrealised surplus of £5.4m which has been taken into the accounts.

GT. NORTHERN

At the close of business on April 20 1982, estimated net asset values after deducting prior charges at market value were 181.4p per ordinary of Great Northern and 487.9p per ordinary of RIT.

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Anglo Scottish Inv. .. int.	0.9	July 2	0.9	—	2.4
Chesterfield Prop.	4.25	July 6	3.5	7.25	6
Walter Duncan	12	May 29	12	12	12
Dunlop	2	—	1.35	4	4
Gopeng Cons. ... 1st int.	4	July 5	4	—	17
Harrison Cowley	2.45	May 31	2.45	3.85	3.85
Hestair	1	July 1	1	2	1
Laporte	3.5	June 14	3.5	7	7
Thomas Marshall	1.6	May 29	1.58	2.8	2.78
Owen Owen	2	July 1	3.25	3	4.25
Rush & Tompkins	2.75	—	2.5	4.25	3.75
Samuel Properties...int.	1.3	June 30	1.2	—	4.3
Scottish Mortgage	*2.8*	—	2.8	5.3	5.3
Spencer Gears ...... int.	0.3	—	0.25	—	0.75
Steel Brothers	6.45	July 2	4.85	9.6	8
Wire & Plastic	*1.22*	*July 1*	*1.22*	*2.07*	*1.95*

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On capital *increased by rights and/or acquisition issues.* ‡ *USM Stock.*

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Duncan & Goodricke picks up

AFTER pre-tax profits at the half-way stage had fallen to £353,000, **Walter Duncan & Goodricke**, investment holding company, managed to finish 1981 with same-again profits of £875,000. In the second half the surplus moved ahead from £275,000 to £528,000.

As predicted at the interim stage the dividend has been held at 12p. Earnings per £1 share moved ahead from [illegible] to 31.69p.

Available profits emerged lower at £555,000 (£660,000).

Replacement sought for Global board

A *GROUP of United States* investors intends to push for the election of a list of candidates to replace the existing board of Global Natural Resources at the annual general meeting on June 4.

The group said yesterday that the proposed new directors and their associates owned more than 1m shares in the company. Global Natural Resources is a UK company which was formed in 1970 to take over most of the assets of Mr Bernie Cornfeld's Fund of Funds, a former IOS *mutual fund. It is involved in* gas exploration and production in the U.S., Canada and Indo*nesia.*

In a message to shareholders the group says that the company has not *been well managed and* during the past year the board has made no proposals to shareholders for improving the assets or the share price.

The group proposes a list of candidates all from the U.S. The seven man list includes a former U.S. ambassador to Switzerland and a former Postmaster General of the U.S.

London and Manchester Group plc

Extracts from the statement by the Chairman, Mr H L K Browne, F.C.A., on the Group Report and Accounts for 1981

In my last statement I referred to the problems facing the Company in a period of recession and continuing inflationary pressure. During 1981 in spite of a number of official pronouncements indicating a bottoming out of the recession and even a modest upturn in the economy the problems continued and your Company's results, particularly in the home service division, were adversely affected by rising unemployment and the consequent squeeze on disposable incomes in the hands of clients. In the light of these difficulties the new business and premium increase results before you are, I believe, very acceptable and I wish to express to the management and to all members of the staff my appreciation of their efforts to counter the effects of the recession on the Company's progress.

Group Reconstruction

In my letter to shareholders dated 28 August 1981 I outlined proposals to form a holding company to acquire the shares of London and Manchester Assurance Company Limited in exchange for an equal number of shares in the new holding company. At a meeting held on 26 November 1981 these proposals were agreed and, following sanction by the High Court, London and Manchester Group plc became the parent company.

Life Offices Association

In January 1982 London and Manchester Assurance resigned from the Life Offices Association. The sequence of events leading up to that *decision began in 1974 when the Company, with the active encourage*ment of the Department of Trade and of the LOA, took control of the ailing Welfare Insurance, which was not a member of the Association.

Since that date the management of London and Manchester has successfully resolved Welfare's financial problems and has achieved an acceptable degree of expansion in the pensions division on an LOA *basis. However, the difficulty of conducting unit-linked life broker* business according to two different sets of commission rules within the two companies became increasingly apparent.

Your Board therefore decided that it was in the best interest of the Group to develop a positive and consistent market approach using commission rates modestly above those allowed by the LOA agreement, and simplifying the marketing and administration operations significantly. I should emphasize that the differences between the Company and the LOA are confined to the matter of commission and in other respects the Company remains in sympathy with LOA policy.

Press comment and reaction from the broker market following the announcement of the Company's resignation was not only positive but also showed an understanding of the special circumstances which led to the decision.

Ordinary Branch

In the home service division results were affected by the general economic climate to which I have already referred. In addition, the advent of the clearing banks into an already difficult mortgage market had a material influence. In the circumstances I believe that to maintain the level of new annual premiums at £2.8m was a creditable performance.

The results in the life broker division were affected to some extent by the same factors. New annual premiums fell by 5 per cent to £1.7m but there was a very satisfactory uplift of 86 per cent in single premiums to £1.5m. Following the resignation from the Life Offices Association a new and uniform marketing strategy has been prepared, aimed at expanding the Group's *unit-linked business, and a series of competitive* new contracts are being developed and will be launched in the near future. The Company sees the greater emphasis on business introduced *by intermediaries in its changed marketing policy as being entirely* complementary to and not in any way in conflict with the activities of its traditional home service field force.

Industrial Branch

The increasing pressure of the economic climate was particularly evident in the Industrial Branch and the Company suffered a loss of existing business at a higher rate than in the previous year. New annual premiums held up reasonably well with a 1 per cent increase over 1980 to £6.5m. This in part was due to the launch of the Double Crown Policy marketed to reflect the Royal Wedding, a contract which proved to be popular with home service policyholders.

Pensions Division

This division had another very satisfactory year both in terms of new business and in overall development. Increases of 16 per cent in new annual premiums to £2.3m and of 16 per cent also in new single premiums to £2.1m were achieved and further developments in the *employee benefit product range* saw the introduction of both the Compass Plan and Transplan. The latter, being the first contract to provide a more effective means of dealing with transfer values for those *who change their jobs and are members of an existing pension scheme,* aroused particular interest and favourable comment in the financial press.

General Branch

Gross premium income increased by 16.8 per cent to £5.96m in a year when increases in premium rates had been at a lower level than for some time.

The advent of the new arrangements in the General Branch, to which I *referred in my last statement*, has necessitated the setting up of reserves for claims both notified and incurred but not reported at a cost of £255,000. During the year development work on the systems required to administer *the account was completed at a cost of £420,000* and the systems are now operational. In view of the special nature of these items a charge has been made direct to profit and loss account of £400,000, being the net cost of these items after tax relief.

The claims loss ratios on the four main accounts compare favourably with published industry figures and a proper standard of underwriting is being maintained.

A loss of £282,000 after tax has been transferred to profit and loss account. The accounts for 1982 will be free of transitional costs and the financial results should improve markedly as the full benefit of the investment income on the newly-created reserves is obtained.

Investments

The year 1981 was one of great uncertainty where hope and realism vied with one another as the market fluctuated quite significantly over relatively short periods. The overall effect was to leave the gilt-edged market at lower levels and the opportunity was taken to invest a further £15.4m net on favourable terms. A further £6m of new money has been invested overseas, mainly in USA and Japan. The bulk of the currency for this investment was acquired in the early months of the year when sterling was particularly strong.

In the UK equity market the Company's investment policy changed to a marked degree as money was moved out of high yielding stocks and reinvested in lower yielding securities with much greater growth potential. Taking a long-term view the quality of the portfolios in both the main life fund and elsewhere have been materially improved, but *in the short term investment income has been affected and the yield on* the main fund has decreased marginally to 12.32 per cent.

The opportunity is increasingly being taken to invest directly in property *and in the course of the year £4m was used to purchase good quality* office, shop and commercial properties with good growth potential.

Towards the end of 1981 interest in the investment trust market increased as plans for rationalization of some trusts were announced. Trust managements have been endeavouring to improve their image in the market and activity has continued at a high level in the early months of 1982. Your Company has been involved in some of these moves which have enabled it to obtain asset value in some holdings, while elsewhere proposals not deemed to be in the Company's best interests have been discouraged.

Bonuses

In the Ordinary Branch a reversionary bonus of £5.25 per cent of the sum assured has been declared compared with £5.10 per cent in the previous year. In the Industrial Branch the annual reversionary bonuses have been maintained at the same level as in the previous year. To provide for terminal bonuses the sum of £2.9m has been transferred from investments revaluation reserve, £1.55m to the Ordinary Life Fund and £1.35m to the Industrial Life Fund.

Profit and Loss Account

Transfers from the Life Funds on the usual basis provided £1,104,000 *from the Ordinary Branch and £1,211,000 from the Industrial Branch.* The sum of £650,000, including £200,000 special release from reserves, has been transferred from the Investment Trust Retirement Annuity Fund. *Investment income is lower at £965,000 compared with £1,028,000* in the previous year, following the change in investment policy to which I have already referred. After setting off the General Branch loss of *£282,000, the special items of £400,000, the expenses of management* and taxation there remains a balance of £7,514,000.

Your Directors have declared an interim dividend of 7.98p per share. Together with the *interim dividend paid by London and Manchester* Assurance Company Limited in November 1981, you will have received total dividends from the Group for the year ended 31 December 1981 of 11.0p per share (1980 10.5p per share).

In the Explanatory Statement dated 9 November 1981 advising you of the group reconstruction Scheme of Agreement, your Directors declared their intention to capitalize the share premium account and part of the profit and loss account of London and Manchester Assurance *Company Limited so as to increase the issued capital of that company* to a parity with the capital of the holding company. The sum of £2,482,000, being part of the profit and loss account balance brought forward, has been *utilized* for this purpose. After *providing* for the dividend and the capitalization of £2,482,000 the balance carried forward is £2,303,000.

The Future

Since the end of the financial year the economic climate has continued *to have an adverse effect on your Company's progress*, and despite the efforts by both management and staff to produce a satisfactory performance for new business in the home service division losses of *existing business have continued at a high level. However, the* Company has maintained its position in the industry while reporting encouraging results for the first three months of the year from the pensions division.

Considerable progress has been made during the past year to ensure that the Group's administration is maintained at a high level of efficiency, and I am confident that whatever problems we may encounter during 1982 your Board will be in a position to submit a satisfactory report of its stewardship at the Annual General Meeting to be held in 1983.

The Annual General Meeting will be held on 14 May 1982. Copies of the Report, which includes the full text of the Chairman's Statement may be obtained from the Joint Secretary at Imperial House, Dominion Street, London EC2M 2SP.

Harrison Cowley 1981

£520,000 PRE-TAX PROFIT DESPITE DIFFICULT YEAR

DIVIDEND MAINTAINED

Harrison Cowley (Holdings) PLC and Subsidiary Companies
Group Results for the year ending 31st December.

	1981 £000's	1980 £000's
Sales	18,011	20,977
PROFIT BEFORE TAXATION	520	924
Taxation	276	397
Profit After Taxation	244	527
Extraordinary Charges	18*	47
Attributable Profit	226	480
EARNINGS PER SHARE**	4.9p	10.5p

DIVIDENDS
Paid: Preference — 2p per share
Interim Ordinary — 1.4p per share
Proposed: Final Ordinary (Payable 31.5.1982) — 2.45p per share

*Expenses relating to application for Stock Exchange Listing.
**Earnings per share have been calculated on the Group profit after taxation and preference dividend but before extraordinary charges and on the 5,000,000 Ordinary Shares in issue at 31st December 1981.

Chairman's Comments

- *Recession still affecting clients' appropriations.*
- Substantial personnel savings achieved
- Drive for new business showing results
- Ordinary Dividend totals 3.85p per share

Harrison Cowley (Holdings) PLC

M. J. H. Nightingale & Co. Limited

27/28 Lovat Lane London EC3R 8EB Telephone 01-621 1212

1981-82 High	1981-82 Low	Company	Price	Change	Gross div.(p)	Yield %	P/E Actual	P/E Fully taxed
130	100	Ass. Brit. Ind. CULS	129	—	10.0	7.8	—	—
75	62	Airsprung	73	—	4.7	6.4	11.8	16.0
51	33	Armitage & Rhodes	44	—	4.3	9.8	3.7	9.3
205	187	Bardon Hill	200	+ 1	9.7	4.9	5.7	11.8
107	100	CCL 11pc Conv. Pref.	107	—	15.7	14.7	—	—
104	81	*Deborah Services*	82	—	*6.0*	9.7	3.1	5.8
131	97	Frank Horsell	128	+ 1	6.4	5.0	11.5	23.7
83	39	Frederick Parker	75	—	8.4	8.5	3.8	7.3
78	46	George Blair	54	—	—	—	—	—
102	93	Ind. Precision Castings	96	—	7.3	7.6	6.9	10.4
109	100	Isis Conv. Pref.	109	+ 1	15.7	14.4	—	—
113	94	Jackson Group	99	+ 2	7.0	7.1	3.1	7.0
[illegible]	[illegible]	[illegible]	113	—	8.7	7.7	8.2	10.4
334	240	Robert Jenkins	242	+ 2	31.3	12.9	3.4	8.6
64	51	Scruttons "A"	64	—	5.3	8.3	9.8	8.7
222	159	Torday & Carlisle	159	—	10.7	6.7	5.1	9.5
15	10	Twinlock Ord.	13½	—	—	—	—	—
80	66	Twinlock 15pc ULS	80	—	15.0	18.8	—	—
44	[illegible]	[illegible]	25	—	3.0	12.0	4.6	7.6
103	73	Walter Alexander	79	—	8.4	8.7	6.2	9.2
263	212	W. S. Yeates	231	—	14.5	8.3	6.0	12.1

Prices now available on Prestel page 48146.

'London Brick resilient to recession'

Jeremy Rowe CBE, Chairman

Salient figures

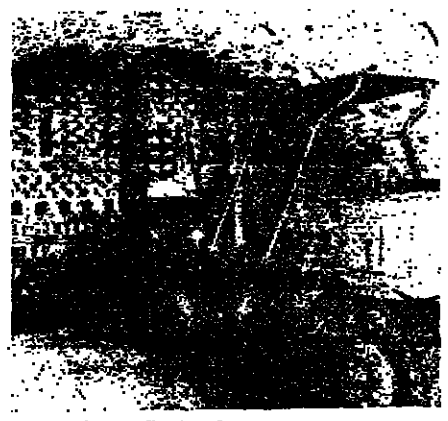
	1981	1980
Turnover	**£'000**	£'000
Clay Products	**88,682**	85,212
Others	**38,407**	38,657
	127,089	123,869
Trading Profit		
Clay Products	**8,397**	8,705
Others	**3,464**	1,829
	11,861	10,534
Net profit before Taxation & Extraordinary Items	**11,154**	10,742
Profit available for distribution	**3,911**	10,637
Earnings per share	**11.35p**	19.11p
Dividend per share	**4.8926p**	4.3662p
Capital Employed	**68,642**	69,644
Represented by		
Fixed Assets & Investments	**45,964**	45,110
Deferred Taxation	**1,604**	556
Net Current Assets	**21,074**	23,978
	68,642	69,644

The following are extracts from the circulated Statement of the Chairman, Mr. Jeremy Rowe, C.B.E., for the year ended 31st December, 1981.

The Trading Year

Last year I said that our performance in 1980 demonstrated London Brick's ability to ride the recession. In 1981, in spite of a further drop in volume, the pre-tax profit at £11.154 million was slightly up on the previous year (£10.742 million). The achievement of what in the circumstances is a satisfactory result was only attained through extensive cutback and rationalisation in many areas of our operations. In human terms this was a painful and depressing exercise, but its benefit in terms of lower cost and improved productivity is now beginning to come through and will become increasingly apparent as the months go by. A threefold growth in the profit contribution from subsidiary companies helped to compensate for the lack of volume in brick sales and thereby contributed to the overall improvement in results.

The Company has therefore demonstrated, once again, its resilience and ability to maintain profits at a time of deep depression in its major markets.



Preparing to fire bricks

Employees

It is distressing to the Board that 2,100 employees have either left, or are about to leave, the employment of the Company. This no doubt reflects the experience of many leading British companies and will in our case undoubtedly bring substantial savings in cost. But this cannot mask the bewilderment and indignation of those affected by redundancy. The feeling of rejection is perhaps greater in a firm such as London Brick where nearly one in five of our workforce engaged in brick production have worked hard and loyally for the Company for over twenty-five years.

This major slimming in manning levels, which went right through the business from senior management to those on the shop floor, was carried out, in close co-operation with the trade unions and staff consultative bodies, and was achieved without any major disruption in our day-to-day operations or service to the customer.

Brick Production

Hardest hit of all by closure and redundancy were employees engaged in the production of fletton bricks. If we include those who finally left in the early weeks of 1982, about a quarter of the labour force engaged in brickmaking has now left the Company. It became apparent early in the new year that the recession was going to be deeper and more prolonged than many forecasters had at first suggested and that the continued additional cost of short-time working was quite unacceptable. Accordingly the decision was taken to close Ridgmont Works in Bedfordshire. Its closure and the reduction in output thereby achieved allowed us to reinstate full-time working at other factories. Ridgmont was a large plant but its age and design made it one of our higher-cost units.

It was expected at the time that this would prove sufficient in terms of lower output. Indeed, there were signs that the housing market was beginning to recover and brick deliveries had begun to improve. These hopes were dashed by the rise in interest rates in the autumn and the belief that this would prolong the slump in housebuilding. The decision was therefore taken to close three of our remaining old fletton brickworks – Kempston Works in Bedfordshire, and L.B.1 and Hicks Works in the Fletton area of Peterborough – and in addition to cease pipe manufacture at Arlesey Works in Bedfordshire.

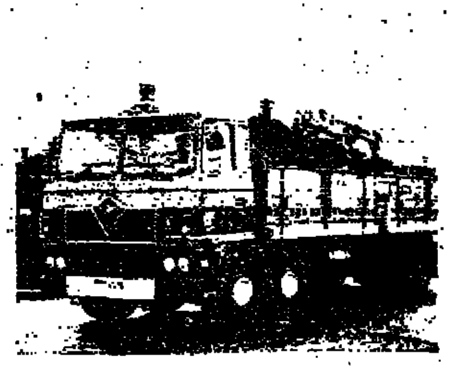
The programme of brickworks closures was carefully planned both to ensure that the range and availability of particular types of bricks to the customer was unaffected and that closures were concentrated on the less efficient Works. As a result, the effect of reduced volume was partly offset in our unit costs by concentrating our remaining production on lower-cost Works.

Engineering

The largest customer for the engineering shops has been the fletton brickworks. For example, our engineers are currently engaged in the production of six new facing machines which have been manufactured to our own design and specification. These machines, will in due course be installed in Works in Bedfordshire and Buckinghamshire, and will increase our capacity by some four million facing bricks per week.

Marketing and Research

Last year I stated that 1980 might well prove a historically low point for new housebuilding with a level of starts lower than at any time for fifty years. In the event, the final outcome for 1981 was marginally worse than in 1980. The figures, however, give at least some grounds for optimism because, whilst in the public sector there was a further substantial fall to a level where public sector housebuilding is now quite insignificant, there was some recovery – admittedly from a disastrously low level – in private housebuilding in the latter part of the year. This suggests that the housebuilding slump has at last bottomed out and is now due for some modest recovery.



Brick delivery vehicle

In these circumstances, demand for bricks was lower than at any time since the war, not only because of the depressed level of housebuilding but because in the present economic climate there is a trend towards the construction of smaller homes for sale. Brick sales were also affected by the overall reduction in construction and in particular by the effect of unemployment and high interest rates on the previously buoyant market in home improvement.

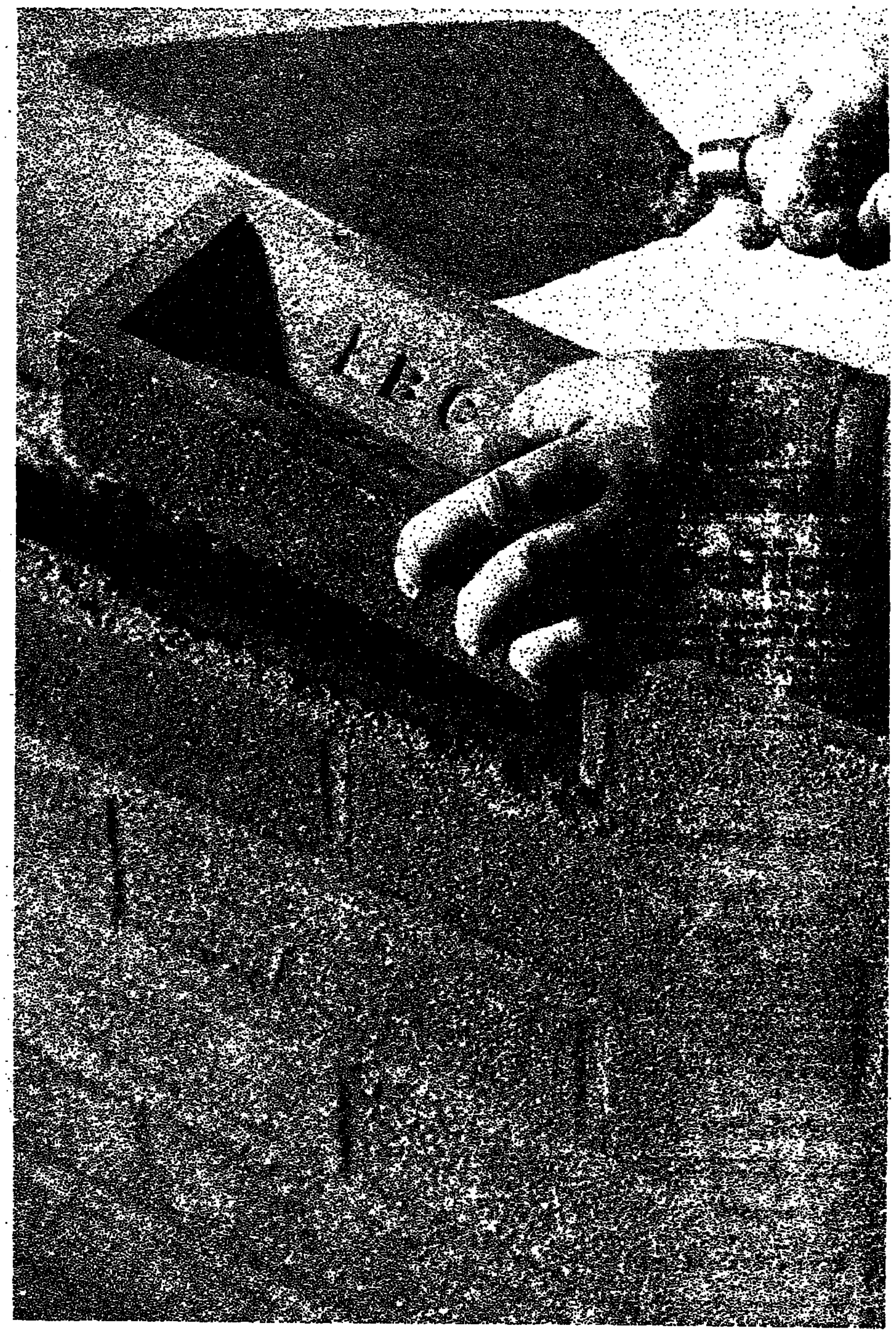
Against this background and in the face of price-cutting and strong competition, it is pleasing that fletton bricks slightly improved their share of the overall market, whilst sales of the simulated hand-made facing bricks from our Clock House Works showed an encouraging increase.

However, we cannot afford to be complacent. Changes are occurring in the market-place and, if we are to benefit from these, our customers must receive both a wider choice of product and an immaculate service in delivery and technical assistance.

Property

As a substantial landowner, the Company has valuable assets in a wide range of property varying from farmland to industrial sites and from housing to amenity areas. It is the responsibility of the Estates Department to ensure that the potential of these assets is identified and developed to ensure growth in both profitability and underlying value. In addition, the company has a responsibility both to restore its old workings and to improve the environment within which it operates. During the year much of the Department's skilled resources have been engaged in the designs of new brick factories for which detailed planning permissions have now been obtained. In 1981 our farming subsidiary, London Brick Farms, which is steadily expanding its operation, achieved a fifty per cent increase in profit. Good results were achieved from the arable farming operations in Bedfordshire. At the Dairy Unit at Yaxley near Peterborough, where our pedigree herd of Friesian cattle now numbers over three hundred, the average yield per beast improved, as did the profit margin per cow over cost of purchased food.

Cattle on a London Brick Farm



London Brick Landfill

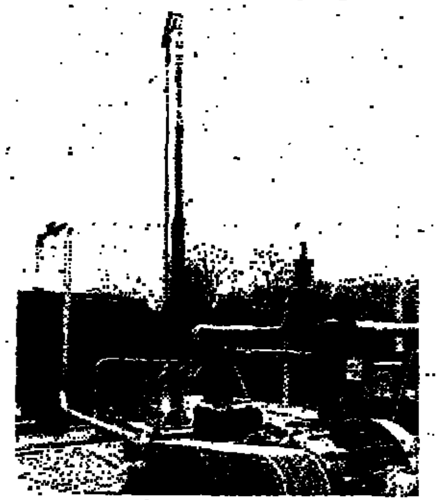
Despite the recession, London Brick Landfill has continued to expand its operations and now makes a substantial contribution to the profits of the Group. The earnings result from the supply of vital services associated with the collection, treatment and disposal of industrial and domestic wastes, which in turn assists with restoration of exhausted clayworkings by carefully controlled landfill operations. During 1981 the Company handled waste to fill a record void of 2.1 million cubic yards, an increase over the previous year of some 34 per cent.

To counter strong competition in the industrial and commercial market, London Brick Landfill has been investing in new multiple-collection vehicles which reduce costs and road mileage for each customer serviced.

Domestic waste collection by Local Authorities is funded from the rates. "Privatisation" of this service has received wide-spread publicity nationally and a few Councils have gone out to serious tender. London Brick Landfill has investigated and participated in such enquiries and will compete for this work where it appears profitable and provides mutual benefits to the contractor, the Local Authority and the rate-paying public.

During 1981 the Company tendered for, and won, a major 500 tonnes-per-day waste disposal contract with Hertfordshire County Council for domestic waste.

The innovative developments in conjunction with the Energy Technology Support Unit and Harwell Laboratories in harnessing the landfill gas which develops naturally in landfill sites receiving domestic and allied wastes, continues to progress although some problem areas still have to be resolved. This landfill gas, which includes a high proportion of methane, has been successfully used in the firing of bricks and is potentially a unique new source of energy. Research and development continues in the hope that the time will soon come when the process can be commercially exploited.



Landfill gas collection and pumping station

Banbury Alton

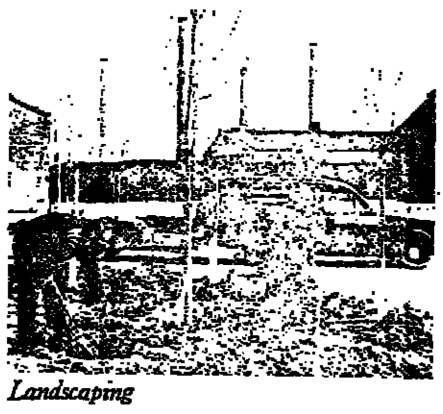
During 1981 very considerable changes have taken place in both the management and organisation of this Company in a sustained effort both to cut back in loss-making areas and to update and upgrade the existing product range.

Banbury Alton is still "a problem child", but in our view its potential is considerable. With a fresh management approach dedicated to improved marketing and rigid control of cost, there is every chance that this hitherto troublesome company can make an effective contribution to the Group.

The Croydex Company

Despite the difficulties of retail trading in 1981, the year has proved to be a satisfactory one for Croydex.

Croydex Export has continued to make steady progress, shipping goods to 69 countries worldwide.



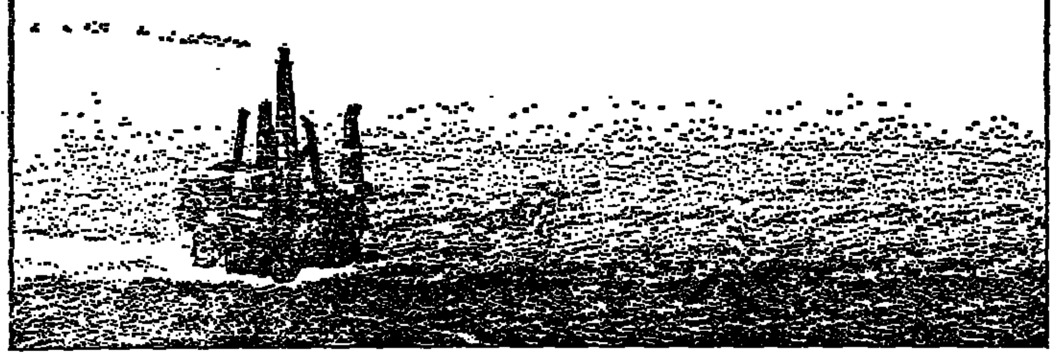
Landscaping

Tribute

It has been a year which has tested the loyalty and tenacity of employees. In trying circumstances, there has been an understanding of the Company's situation and a willingness to effect change, which testifies, I believe, to the close and long-standing human relationships that exist in the business.

LONDON BRICK

To: The Secretary, London Brick PLC
12 York Gate, Regents Park, London NW1 4QL
Please send me a copy of the Annual Report
Name____________________
Address____________________
____
__________Post code__________ FT.



MINING NEWS

BCR earns C$1.21m

CANADA'S **British Canadian Resources**, launched in November 1980 to invest in oil and gas exploration in North America, expects to generate a cash flow of between C$2.5m to $3m in 1982 from its share of oil and gas production.

However, the company states it does not plan to pay any dividends as these funds will be needed to improve the company's financial strength and to meet its development drilling commitments, reports **Stephen Thompson**.

Net earnings for 1981 were C$1.21m (£558,000) or 39 cents a share, after allowing for deferred income taxes of $1.05m.

BCR's first full year of operations followed the raising of $30m, before expenses, 90 per cent of which was raised in the UK and 10 per cent in Canada.

During 1981 the company spent $19.6m on exploration and the acquisition of undeveloped leases and royalties.

Participation in 113 wells resulted in 19 oil wells, 51 gas wells and 43 dry holes. BCR's net share of reserves equilled 132,713 barrels of oil and 9bn cubic feet of natural gas.

BCR participates in oil and gas exploration through limited partnerships and joint ventures with three North American companies, **Woods Petroleum, Orion Petroleum** and **Westgrowth Petroleums.** Lease acquisitions are carried out in association with **Landbank Minerals.**

BCR expects that by the end of 1982 the full C$30 will have been invested, with 80 per cent spent in the U.S. and 20 per cent in Canada.

At present BCR has royalty or working interests in 30 wells, all located in the U.S., either drilling or awaiting completion and is committed to spend U.S.$5.5m in a joint venture with Woods Petroleum.

Palabora maintains dividend

THE **Rio Tinto-Zinc** group's **Palabora** copper mine in South Africa, which is still suffering the effects of the current weakness in copper prices, has nevertheless maintained its first interim dividend for 1982 at 10 cents (5.4p) a share.

This is the level to which it was reduced at this time last year, from the previous 25 cents.

Last year's dividend total was 50 cents, down from 1980's 110 cents. Profits for 1981 totalled R19.8m, compared with R43.7m in 1980.

Copper production during the first three months of this year fell to 19,331 tonnes from 27,044 tonnes in the first quarter of 1981.

The company said the decline was due to planned shutdowns last month of the smelter and refinery for routine maintenance work, and of the continuous rod casting plant for modifications to increase capacity.

The work was all successfully completed on schedule, Palabora said.

The shares closed unchanged at 500p in London yesterday in advance of the announcement.

FS Geduld looks for a quick return to normal

BY GEORGE MILLING-STANLEY

DAMAGE TO two shafts and associated workings of the **Anglo American Corporation** group's **Free State Geduld** gold mine in South Africa, caused by a series of five earth tremors on April 13, has now been assessed.

The group estimates that enough repair work will have been completed by the first week in May for both shafts to resume operations.

The main problem for Free State Geduld is that access ways to some of its higher-grade workings have been damaged. Work on reopening these has already started, and once it is complete it will take about three weeks for the mine to get back to full production.

The mine estimates the shortfall of ore milled by September will be only about 70,000 tonnes, which is modest in the context of Free State Geduld's normal quarterly milling rate of more than 700,000 tonnes.

In any event, this year's production from the important higher-grade areas should be close to the mine's original forecast.

The other major piece of good news to emerge from the Anglo group gold mines' March quarterly reports, the last of the current season, is the final dividend from **East Rand Gold and Uranium (Ergo).** This dump retreatment operation is to pay 50 cents (26.8p), which comes up to the market's best expectations.

The payment, which compares with last year's final of 100 cents, brings the total for the year to 110 cents, against 200 cents last time.

Dividends from the other mines in the group, all interims, are mostly a little below expectations. The payments are compared in the accompanying table.

	April 1982 cents	Oct 1981 cents	April 1981 cents	Oct 1980 cents
ERGO	50	*80	100	*103
F.S. Geduld	*160	245	*365	473
Pres. Brand	*210	300	*295	375
Pres. Steyn	*175	245	*270	385
W. Holdings	*210	350	*700	825
Welkom	*52.5	90	*155	150

* Interim.

Ergo's dividend followed higher profits for the quarter, in spite of increased spending on the project to re-open the veteran Simmer and Jack mine, lower gold production and the lower average gold price received. A much reduced tax charge gave rise to the increased net profits.

The Simmer and Jack treatment plant should be commissioned early next year, while the main winder and compressor at the South Deep shaft will be in operation in June this year.

All of the mines suffered from the sharply lower average gold price received during the March quarter, as the accompanying table shows.

GOLD PRICE RECEIVED (R per kilogramme—$ per ounce):—

	Qtr ended March 31	Qtr ended Dec 31
ERGO	R12,019 ($381)	R13,080 ($421)
Elandsrand	R11,704 ($364)	R13,142 ($423)
F. S. Geduld	R11,727 ($367)	R13,257 ($427)
President Brand	R11,760 ($368)	R13,203 ($423)
President Steyn	R11,738 ($363)	R13,168 ($424)
S. A. Land	R11,516 ($358)	R13,019 ($419)
Vaal Reefs	R11,634 ($364)	R13,132 ($422)
Western Deep	R11,692 ($367)	R13,188 ($425)
Western Hldgs.	R11,754 ($367)	R13,200 ($425)

President Brand was the only other mine in the group to report higher profits. This followed a reduction in working costs as a consequence of a rise in mill throughput.

Several of the mines, in addition to Ergo, benefited from a lower actual tax charge, in spite of the increase in the surcharge announced in the recent South African budget.

The increase applied from the beginning of each mine's financial year, with the result that the Orange Free State mines have paid the higher rate since the start of their accounting periods in September. Anglo has adopted the policy of accounting in this quarter for the whole of the increase.

Free State Geduld was one of the mines to benefit from a lower tax charge, and produced net profits barely changed from the December quarter. The same applies to **Western Holdings**, which now includes **Welkom, Free State Saaiplaas** and the **Erfdeel/Dankbaarheid** area.

The young **Elandsrand** managed a further reduction in working costs, the second in succession, as a result of increasing mill throughput. There was, however, a slight fall in the gold grade, and this combined with the lower price to push the mine into the red.

The picture is not entirely bleak, as development results indicate that the mine is moving rapidly into areas of better-grade ore.

The Anglo gold mines' results are compared in the following table.

	Mar qtr R000	Dec qtr R000	Sept qtr R000
East Dagga	*57	183	16,223
ERGO	13,354	12,627	2,684
Elandsrand	*429	2,065	41,176
F. S. Geduld	36,189	36,932	41,176
Pres. Brand	27,488	27,070	37,259
Pres. Steyn	19,861	30,041	37,259
S. A. Land	1,457	1,990	1,884
Vaal Reefs	54,795	93,686	75,986
W. Deep	39,122	62,972	59,515
W. Holdings	†27,165	†37,625	†102,524

*Loss. †Includes Welkom, Saaiplaas and Erfdeel operations.

Capital gains fade at Denison

THE 74 per cent slide in 1982 first-quarter net profits at Canada's **Denison Mines** is attributed to lower gains realised on sale of long-term investments and interests in mineral properties and higher depreciation and interest costs. Earnings declined to C$7.3m (£3.37m), or 40 cents per share, from C$28.3m in the first quarter of last year.

Partial offsets were higher earnings from the growing oil and gas operations, principally overseas. Profit margins on uranium operations remained under pressure during the first quarter, while the European oil and gas operations were not yet producing at capacity, reports **John Soganich from Toronto.**

The second quarter should see higher output rates in this latter sector. The slide in consolidated earnings masks an actual improvement in earnings from operations to C$6.1m against a loss of C$11.2m.

What changed the 1982 bottom line for the worse was the drastic reduction in other income (sales of investments and properties) to C$3.8m from C$46.6m.

RESULTS AND ACCOUNTS IN BRIEF

BRITISH EMPIRE SECURITIES AND GENERAL TRUST (investment trust)—31, 1982, 0.2p (same). Gross income £171,370 (£167,814); net revenue before tax £150,764 (£146,603); tax £45,716 (£44,296). Net aset value per 5p share 19.4p (18.7p).

GEORGE INGHAM AND CO. (HOLDINGS) (worsted spinner)—Results for 1981 already known. Group fixed assets £346,259 (£410,151); net current assets £325,247 (£251,347); shareholders' funds £602,694 (£584,216). Meeting, Halifax, May 11, noon.

METAL CLOSURES GROUP (metal, plastic packaging)—Results for 1981 reported March 26 with prospects. Group fixed assets £22m (£17.91m); net current assets £13.88m (£14.61m); shareholders' funds £30.8m (£29.6m). Meeting, West Bromwich, May 14, 11.30 am.

BRITISH MOHAIR SPINNERS (comber, dyer and spinner)—Results for 1981 and prospects reported April 1. Shareholders' funds £13.55m (£13.22m): loan capital £206,878 (£210,355): fixed assets £3.15m (£3.03m): net current assets £10.9m (£10.66m) including cash £16,193 (£36,326) and bank overdrafts £181,402 (£1.54m): decrease in working capital £1.14m (£2.67m). Meeting: Bradford, May 12, noon.

DORADA HOLDINGS (vehicle distribution, engineering)—Results for 1981 reported April 1 with prospects. Group fixed assets £7.95m (£9.05m): net current assets £832,032 (£2.27m): shareholders' funds £7.31m (£9.64m; loans £1.47m (£1.69m). Meeting, Hotel Inter-Continental, W, May 12, noon.

BURMA MINES (investment trust)—For 1981: dividend 0.55p net per 10p share (0.75p): interest and dividends received £141,934 (£164,510); pre-tax revenue £117,381 (£144,138) including underwriting commission received nil (£1,251) and after remuneration £2,200 (£1,700) and administration expenses £22,353 (£19,922): tax £36,295 (£45,382): stated earnings per share 0.563p (0.729p): net asset value per share including Burmese compensation 16.9p (18.4p).

JEAVONS ENGINEERING (hived-off from Pentos during 1981)—Results for 1981 and prospects reported March 9. Shareholders funds £1.96m (£203,000): fixed assets £871,000 (£522,000): net current assets £1.14m (£319,000): net outflow of liquid funds £687,000 (£1.52m). Meeting: Birmingham, May 20, noon.

WILLIAMS & JAMES (ENGINEERS)—Designer and manufacturer of compression equipment—Results for 1981 reported March 23. Group fixed assets £2m (£1.98m). Net current assets £2.09m (£2.36m)—due to bankers £863,010 (£733,402). Report shows compensation payments totalling £67,000 to two directors for loss of office. Meeting, Upton St. Leonards (Gloucester), May 14 at noon.

Lornex in the red

THE Rio Tinto-Zinc group's 68.1 per cent owned Canadian Lornex molybdenum and copper producing operation in British Columbia now joins the ranks of the world mining companies which are running at a loss.

Lornex reports a first quarter 1982 loss of C$1.02m (£473,000) equal to 12 cents per share. This compares with a net profit of C$9.2m in the first quarter of 1981, a net profit in the final quarter of C$14.7m and a total net profit for 1981 of C$65.8m.

The result for the latest quarter is especially disappointing in view of the fact that the expanded mining and milling facilities commenced operations in mid-1981. As a result, production of metals in the latest quarter was increased by around 56 per cent over that for the first quarter of last year.

But its impact on earnings was outweighed by lower metal prices and increased costs. The outlook for the current quarter is thus none too encouraging, but whether this will result in output curbs remains to be seen.

First-half loss for Mangula

THE ZIMBABWE copper producer MTD (Mangula) has again passed its interim dividend for the six months to March 31, following a net loss of Z$1.12m (£1.3m), against a profit of Z$983,000.

The company said yesterday that there is no prospect of a return to profitability in the absence of a significant and sustained rise in metal prices in the short term, or a substantial devaluation of the Zimbabwe dollar.

Performance continued to be affected by low metal prices, high costs, falling efficiency and unfavourable rates of exchange.

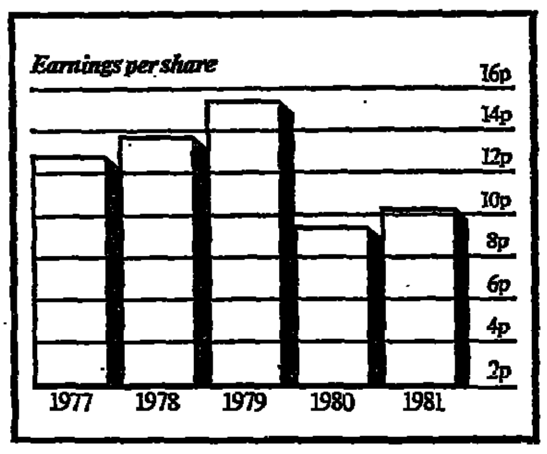
In order to improve its financial position, Mangula has arranged to borrow Z$6m under government guarantee. The loan is repayable on December 31 1983.

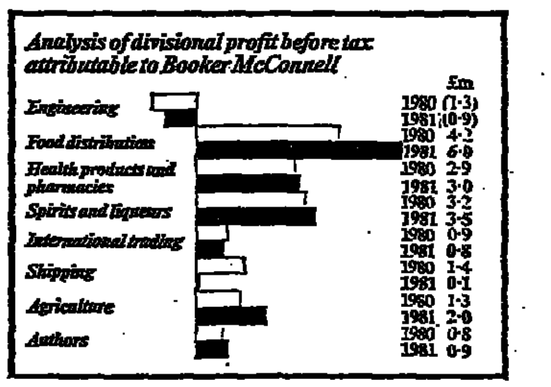
SPAIN

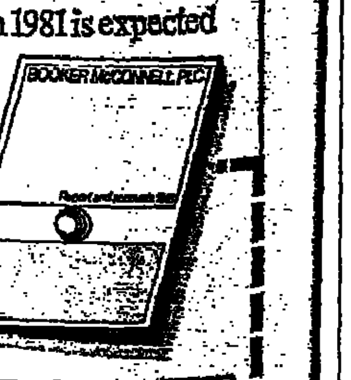
April 22	Price %	+ or −
Banco Bilbao	348	
Banco Central	341	
Banco Exterior	305	
Banco Hispano	314	
Banco Ind. Cat.	110	
Banco Santander	330	−2
Banco Urquijo	202	
Banco Vizcaya	363	
Banco Zaragoza	246	
Dragados	154	+1
Espanola Zinc	66	
Fecsa	62.5	+1
Gal. Preciados	38.5	+2
Hidrola	63	+0.8
Iberduero	58.5	
Petroleos	90	−0.2
Petroliber	99	
Sogefisa	7.5	−1.5
Telefonica	70	
Union Elect.	64	+0.3

THE TRING HALL
USM INDEX
118.6 (+0.5)
close of business 22/4/82
BASE DATE 10/11/80 100
Tel: 01-638 1591

LADBROKE INDEX
Close 565-570 (+2)

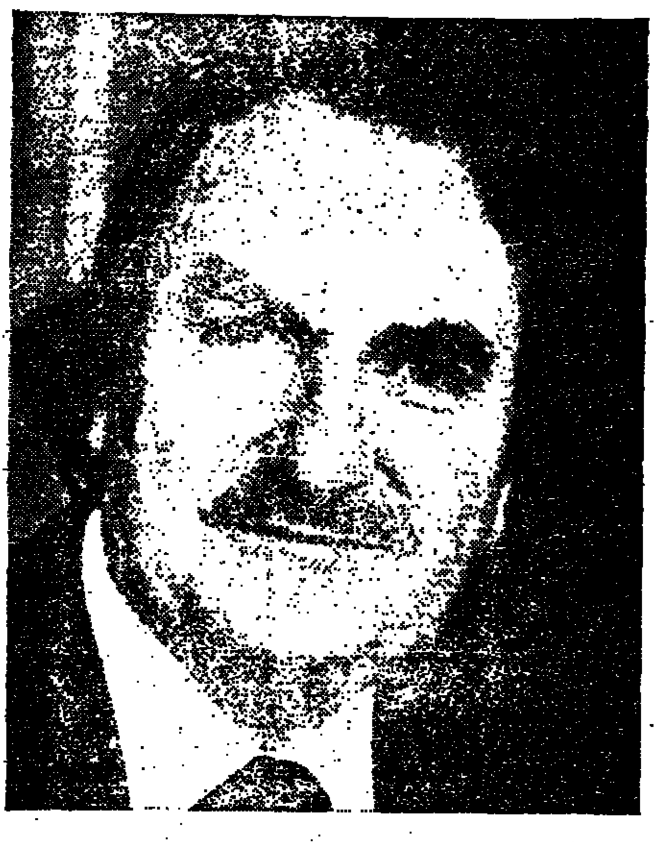






"...a new period in the Company's history"

– John Harvey-Jones



Addressing stockholders at the 55th Annual General Meeting of Imperial Chemical Industries PLC, held in London on Thursday 22 April 1982, the Chairman, John Harvey-Jones, said:

Ladies and Gentlemen, good morning and welcome to the *fifty-fifth Annual General Meeting.*

Before getting down to business I should like to mention that since we last met one new Director has been appointed. Sir Jeremy Morse, Chairman of Lloyds Bank, has joined the Board as a non-executive Director. Unfortunately Sir Jeremy is unable to be with us today. You will also have noticed the return of Robin Ibbs who rejoins the Board after a two year stint in the Cabinet Office where he was Head of the Central Policy Review Staff.

The next thing I want to do this morning is to pay a *tribute to my predecessor,* Sir Maurice Hodgson, who was at the helm of ICI in some very rough weather. The power of his analysis and the balance of his judgement have been of enormous value to the Board and the Company as a whole. Active and decisive short-term action was taken yet he was always concerned that we should in no way undermine our fundamental strength or compromise our long-term objectives. ICI owes Sir Maurice a great deal, and the Board loses a Chairman and colleague for whom we have affection and respect. We wish him well in what could hardly be described as retirement. As you know he has accepted an invitation to become Chairman of British Home Stores.

I should also like to refer to Alan Robertson who *has retired from the* Board after more than forty-five years' service. This service took him from lab boy at Billingham in 1936 to the ICI Board in 1975. In recent years he has played a leading part in expanding the *Group's business in the* Pacific and Far East. The CBE awarded to him in the New Year Honours list recognised his great services to UK exports. He has our best wishes for a happy and active retirement.

More sadly, I must refer to *the death of three* former Directors. Sir Paul Chambers who was Chairman of the Company from 1960–1968, Mr P K Standring who was a Director from 1952–1957 and Alfred Spinks FRS who was a Director from *1970 – 1979.* All were men who made a profound contribution in their respective fields. Our deepest sympathy goes to their families.

Ladies and Gentlemen, a change in the Chairmanship of ICI inevitably prompts a certain amount of speculation and portrait painting in the Press, and this occasion has been no exception. I wish to say only four things to you in advance about my Chairmanship. First, I have a clear sense that we are at the threshold of a new period in the Company's *history; changing* times require new prescriptions and I intend that this will be a period of further achievement when we set ICI firmly on course for success in the 80s and on into the 90s. Secondly, in a Company like ICI *it is desirable, necessary* and inescapable that there should be a large measure of continuity and stability in the pursuit of long-term objectives – and that will be fully recognised in my approach. Thirdly, I have a deep conviction that our success in the period which lies ahead will depend on the extent to which we can release the full vitality and talents of people at all levels in our Company. Whatever continuing organisation change there may be will be directed at that objective. Fourthly, my whole economic and business philosophy is based on a profound belief in the role of an enterprising, *profit-making private* sector and I pledge my total commitment to showing that ICI as a leading British-based business can set an example of private enterprise tackling and conquering the challenges of the eighties in a socially responsive and responsible way.

Obviously the period we have been going through has been one of great difficulty and uncertainty and while we must look forward rather than backward, it is important to be clear what has been happening, what the hard experience of the last year or two has demonstrated about ICI, and what it means for the future.

1981 Results

You will all have traced the progress of our pre-tax profits – £613m in 1979, down to £284m in 1980 and now up to £335m in 1981. It looks like a V with the upward stroke only just begun. But really, that is a rather inadequate description of what has been happening. We need to look a little more closely at the anatomy of the Group's results.

Let me start with the positive – a large part of ICI has performed excellently. As you know the Group's total chemicals sales in 1981 were £5.7 billion. More *than a third of these sales were generated by the* agricultural, pharmaceuticals, explosives and paints businesses. Taken together, this group of products is coming through the recession with flying colours. If we *measure their performance back across the V of the* recession to 1979 we see that their 1981 sales show an increase of 23% over 1979, and their trading profit an increase of no less than 27%. It is important to appreciate the magnitude of this profit and the strength of this performance – £334m of trading profit – in a year like 1981.

From a territorial point of view, a very big part of ICI has likewise performed excellently. We now regard the UK and the rest of Western Europe as our home market. If we look outside this home market and group *together all those many other countries where we* operate, in the Americas, Australasia and the Far East, Africa, the Indian sub-continent and elsewhere – we find that these countries together increased their trading profit by 30% between *1979* and *1981*. Again, it is important to appreciate the magnitude of this contribution from outside our home market – it amounted to 40% of the total trading profit.

Nor should we forget our successful oil business which produced a trading profit of £83m in 1981.

The difficulties which have developed post-1979 are essentially in those businesses which are suppliers to manufacturing industry and essentially businesses located in the UK and Continental Western Europe. Of course, it would be totally unrealistic to expect the *chemical industry to remain unscathed while* steel, automobiles, construction and manufacturing industry in general took such a hammering from the harsh recessionary conditions. Growth in chemical raw materials is totally related to general economic growth and activity in manufacturing industry. Thus our bulk materials business has inescapably suffered and, to a somewhat lesser degree, continues to suffer. Although there has been some mitigation of the combination of adverse factors so graphically described by Sir Maurice Hodgson last time we met, the hard fact is that manufacturing production fell by a further 6% in the UK in 1981 and ICI UK chemicals sales volume fell by 3%.

Within the group of businesses supplying bulk materials to manufacturing industry we can make a further distinction. On the one hand is a group of products currently depressed by the market, which we can expect to recover steadily as market demand improves. This includes some general chemicals and, we hope, fibres, which is currently on the edge of break-even, having been almost totally reconstructed.

On the other hand, the plastics and petrochemicals *business has been confronted with an acute problem of* transition where the likelihood that economic growth will take up spare capacity is so low that radical rationalisation on a European scale is necessary to bring it back to profitability. Our share of the world-wide plastics and petrochemicals market is currently £1.7 billion. This business is not due to vanish; the world, including Western Europe, will continue to want plastics and petrochemicals products, albeit in a much more competitive environment. The immediate problem is not unlike the one we have already encountered in fibres. The industry requires rationalisation and we shall have to reshape our part of it. There are too many companies making too many of the same products, a lot of them on a scale which cannot and should not hope to survive the harsher conditions now facing the industry. Throughout the industry in Western Europe there will have to be a process of rationalisation, including portfolio *exchanges and closure of inefficient and older plants.* This is not an ICI problem but an industry problem. Indeed, ICI begins this process with advantages. Parts of our plastics business, for example industrial films of various kinds and engineering products, are healthy and successful and likely to remain so, and we have the advantage of up-to-date and efficient plants and technology.

So, looking back across the period 1979–1981, we can see that a substantial part of the Group has so far ridden confidently through the recession. Other sectors *which are basically strong in technology and market* skills will respond positively to greater market demand. But some sectors of our bulk materials business, in *which we nevertheless have considerable strength,* suffer from industry-wide problems and need to be reshaped into profitability.

Now let me turn to what this experience has demonstrated about ICI. I shall put it like this: the overall results in our hard-hit businesses are still very bad but the achievement in terms of recovery has been enormous. During 1981 losses in fibres, plastics and petrochemicals were reduced by 45%. Export volume was pushed higher and back into profit. These 1981 achievements were almost entirely a result of our own efforts. There was very little help from the market where our customers have remained hard pressed, very modest help from currency movements, some reduction in inflation, but no relief from inflation in Government-controlled costs and interest rates remained high. In addition to the well publicised problem of electricity costs and substantial increases in rates the imposition of Supplementary Petroleum *Duty helped to double our oil tax bill.* Nevertheless, the Company demonstrated ability to respond rapidly and effectively in reducing its fixed cost base by £100m in real terms. This was a very considerable achievement and one which could not have taken place without the abilities, understanding and constructive reaction of our employees. It is doubtful whether competitors, who are suffering likewise in these same business areas have been able to equal our rapid adjustment to changed circumstances.

We are also emerging with a strong balance sheet – the maintenance of which we have seen as a key objective. Our 1981 fixed capital expenditure of £400m, slightly more than half that of 1980, was financed basically from internal resources, and loan repayments *were greater than new borrowing. Thus the ICI balance* sheet, financial ratios and liquidity are satisfactory and provide a good spring-board for future advance.

Ladies and Gentlemen, I hope that, without under-rating the real and urgent problems of some of our businesses, I am conveying to you a realistic sense of confidence based on our current achievement and determination to sustain long-term objectives.

Dividend

One expression of this confidence is the partially restored dividend. It is our firm intention to improve the return to shareholders as soon as earnings permit. The cut that was made with the greatest reluctance a year ago was part of the prompt and decisive action we had to take on a number of fronts in a climate of severe economic recession and the greatest uncertainty. Since then the situation has improved somewhat and the modest improvement in profitability which our actions have produced has also enabled us partially to restore the dividend. Any further restoration will of course *depend on the effectiveness of our further actions, and* a more helpful market situation generally.

Prospects for 1982

As I look forward, any general caution I have is not about ICI's ability, but about the economic climate and its uncertainty.

Since the Annual Report was published there has been a significant fall in oil prices. This is helpful and welcome as far as the cost of this raw material is concerned, but it should not be taken as a signal to undermine bulk product prices, which desperately need to be increased. One can hope that just as the escalation of prices in 1973 and 1974 sent the world economy into a downward spiral, we might expect a resurgence of economic growth if oil prices were now to reduce considerably. But of course, oil prices are not going down at the rate they went up, and OPEC is attempting *to stabilise prices at their chosen level. What success* they will have remains to be seen but let me remind you that oil was $3.4 a barrel before OPEC's concerted action in 1973–1974, and the contract price of North *Sea Oil is now $31 a barrel, which even in real terms is* more than four times greater.

There are also considerable uncertainties arising from the performance of the United States economy, the effect of its high interest rates on European economies, and the proliferation of exchange rate instabilities in Europe. Given that £1.5 billion of our business is in exports from the UK, we cannot escape the effects of such instabilities.

With such uncertainties around nobody's crystal ball is going to be anything other than cloudy, and we have to be much more careful about our assessment of forecasts. When we spoke to the Press in February, we said that the year had got off to a poor start and that economic recovery was likely to be delayed. The passage of a further two months has done nothing to change that overall view.

Hence, we cannot afford to let up in our pursuit of further efficiency and operating economies. We have to get every sector of the business back into healthy profitability as quickly as possible. As quickly as possible may not be as quickly as we would like but I think the track record of the last eighteen months or so shows that we are not slow to act.

Future Strengths

In my opening remarks, I spoke of ICI as being at the threshold of a new period in its history. I mean that in the most positive sense. There are more opportunities *ahead than can be imagined. Our approach will be to* optimise these opportunities by a persistent search for product uniqueness as well as by building on established strength and in that context we have, *despite the recession, remained alert to* business opportunities. You will have noted our acquisition of full ownership of Rubicon Chemicals Inc., the proposed arrangements with Lonza and our offer for Holden, which we hope to complete following the Monopolies Commission investigation. Our thinking about products, markets, businesses and territories will need to be open and flexible if we are to make the best of future opportunities. We have of course plenty going for us because we have growth points in most countries around the world. Our product portfolio is already broad and diverse. We have some excellent technology in our business areas and exciting new ideas and developments in many sectors. New plants are making improvements of up to 40% in energy efficiency. ICI has demonstrated the ability to synthesise the interferon gene in ways which allow us to make significant and potentially very important alterations to the gene. This will broaden the number of interferon types which can be provided and thus has great significance for their future use in world medicine. We are a world leader in the development of crop protection chemicals. The explosives business has recently introduced new emulsion-type explosives and a novel range of detonators and primers. New chlorine technology has already been licensed to three European manufacturers within the first few months of being offered. Novel inorganic materials with exciting new properties are just around the corner. These are just a few examples to support my conviction that we *continue to be a leader in technological innovation* and shall continue to lead in the years ahead.

Making the right choice about our future product and territorial emphasis will of course be of crucial importance to the future of the Group. In getting that right we shall create our own opportunities. I want to add however that no part of this strategy will involve 'getting out of Britain'. I can envisage no situation in which ICI could or should leave Britain. However, the UK is only 5% of the world chemical market and we cannot maintain a world position solely from such a base. We must build on our international strengths.

Our job, put quite simply, is to remain profitable by beating the opposition. This opposition is not only here in the UK but is worldwide – not just the top *chemical companies in America, Japan or elsewhere,* but also the chemical affiliates of major oil companies and in some cases the subsidiaries of national Governments who do not necessarily have the same *criteria for commercial success as ourselves.*

In this we shall be relying on our people who are the greatest single competitive asset we possess. This does not gainsay the fact that the number of people we employ is reducing substantially as we reconstruct parts of the business. We have no option other than to be fully competitive as the only realistic way to secure the job prospects of the large numbers we shall continue to employ. But the quality of the contribution of our people at all levels, which has been such an outstanding feature of our past success will continue to be of the greatest importance in the future. All my thinking about organisational change leads me to believe that if we can continue to reduce layers of management, push decisions outwards and downwards to business units which have a clear identity, objective and headroom to act, we shall enable people to give a lot more and get a lot more.

Our objective is that ICI should be the best of *chemical companies, the most competitive and reliable* in the eyes of its customers and the most profitable and robust from the point of view of employees and shareholders. I am confident that you will continue to see progress towards this objective.

ICI

Imperial
Chemical
Industries
PLC

BIDS AND DEALS

Maxwell lifts Lonsdale Universal holding to 10%

BY DUNCAN CAMPBELL-SMITH

MR ROBERT Maxwell's British Printing and Communication Corporation has increased its holding to 10.25 per cent in *Lonsdale Universal, the office* equipment and printing company for which John Menzies has bid £5.64m.

BPCC acquired an initial stake of 585,000 shares in Lonsdale early on Monday following a "dawn raid" by Menzies at 60p. Menzies built up an 11.22 per *cent shareholding before* announcing a full bid at 60p later on Monday but has since been precluded from adding to its Lonsdale holding as the shares *have been trading above the bid* price. BPCC bought another 335,000 shares in Lonsdale at 66p on Wednesday afternoon.

Mr Maxwell himself left for a week-long trip to China on Wednesday. BPCC's advisers, Henry *Ansbacher* and Co., said yesterday that no further market purchases had been made by the company's broker, Grieveson Grant, *but they could not predict* Mr Maxwell's intentions.

Meanwhile, the BPCC chairman remains "in occasional touch" with his advisers, whom he left with instructions to arrange if possible a formal meeting with *Lonsdale*. This has now been agreed following an approach to Henry Ansbacher by Mr Norman Ramseyer, Lonsdale's chairman.

Mr Ramseyer is understood to have sought *the meeting himself* after having talks on Wednesday with Mr John Menzies, the chairman of the Edinburgh-based stationery group. Mr Menzies could not be reached for comment yesterday.

Mr Ramseyer confirmed that he had been telephoned twice on Monday morning by Mr Maxwell, who said his company had been buying Lonsdale shares "as an investment" and that if Lonsdale's aim was to remain independent then BPCC would be "in their corner." Mr Ramseyer said he told Mr Maxwell that Lonsdale "would like to stand on its own two feet." Mr Maxwell sought another conversation with Mr Ramseyer before *leaving for China—the two men* have never met personally—but the Lonsdale chairman said he was busy talking with his advisers, Kleinwort Benson, throughout Tuesday.

Mr Ramseyer insisted yesterday that he had nothing to add to his staetment earlier this week *recommending Lonsdale's* shareholders not to sell their shares. Talks with the company's advisers were continuing.

Lonsdale's shares closed at 66p, down 1p. Asked if BPCC would be making further purchases *in the market*, Henry Ansbacher said "it would probably be a sensible strategy if the price fell back."

Offer for ACC gets more than 90% acceptance

TVW Enterprises, the Australian television company headed *by Mr Robert Holmes a Court*, has now gained more than 90 per cent acceptances to its offer for Associated Communications Corporation from the important *voting shareholders*.

TVW said yesterday through its advisers Bank of America International, that it had gained 99.43 per cent of the ordinary shares in issue — the voting shares. It revealed that it had *received* acceptances representing a further 16,000 ordinary shares since its last announcement. In all the Australian group has received 149.138 of the vot*ing shares and* over 90 per cent of the non-voting shares.

The level of acceptances is enough to trigger the higher offer of 110p per non-voting *share made by TVW in its two* tier offer, the lowest of which was worth 95p per share.

ELDERS BID FOR WOOD HALL *OFFSHOOT*

ELDERS IXL is offering A$1.55 *cash for shares in* Australian Mercantile Land and Finance Holdings, the Australian subsidiary of Wood Hall Trust which Elders IXL recently acquired.

The offer will be recommended by the AML board following an *independent appraisal which has* been made by BA Australia verifying that the price is fair. Elders IXL owns 76.6 per cent of AML's issued capital through Wood Hall Trust. AML had been one of Elders' main competitors in the Australian pastoral sector.

Bullough in £3.2m acquisition

*Bullough, the furniture manu*facturing and engineering group, has acquired the privately-owned Propaflor group of companies for £3.2m. Propaflor, a Luton-based *manufacturer of specialist* floor installations, earned £500,000 in the year to October 31, 1981 and had net assets at that date of £1.25m.

Mr T. B. Brooks, Bullough's financial director, said the price was based on a multiple of Propaflor's earnings *which* were expected to grow significantly. Bullough's shares closed up 10p at 188p.

The acquisition has been accompanied by a Class 1 circular and notification of an extraordinary general meeting, said Mr Brooks, because a technical *deficiency in Propaflor's inventory* accounting prior to October, 1980 required the auditors, Coopers and Lybrand, to qualify their statement of the company's *accounts*.

Propaflor is at present owned by the Harvey family and principally Mr Ron Harvey who has recently retired. A £3m cash *payment* comprises most of the purchase consideration. An issue of 99,271 shares in Bullough valued at 180p each has also *been made to Mr Andrew Harvey*, the founder's son and present managing director.

It is understood that Bullough intends to offer Mr Harvey a *service contract to remain* in his present position. Propaflor will be closely integrated with Project Office Furniture, another of Bullough's subsidiaries. "The two businesses of floor installation and office equipment do tend to go hand in hand and we think there will be leads from one to the other company," said Mr Brooks.

Motorist Discount expansion

Longlife Accessories—a strong chain of motor accessory retail shops—has been acquired by R. C. Hartley (Holdings) through one of its subsidiaries, R. C. Hartley trading as Motorist Discount Centre. The net assets *of Longlife* are about £1.8m.

Motorist Discount Centre is the largest retailer of motorist diy parts in the UK and Longlife will give R. C. Hartley (Hold*ings*) some 500 branches.

Longlife was previously owned by Smiths Industries.

The price is understood to be in excess of £1m but has specifically not been disclosed at the request of the purchaser.

Stag pays £1m for Jaycee

In an agreement with the joint receivers of Jaycee Furniture, Stag Furniture Holdings has agreed to acquire for £1.05m its business including premises and other fixed assets at Wood*ingdean, Brighton*, and its UK stock and work in progress.

The asests have been hived down into a new company, Jayce Furniture (Brighton); Stag has effected the acquisition by the purchase of the share capital.

TANKS PREF.

Acceptances of the recommended cash offer on behalf of SGH, a subsidiary of Societe Generale de Belgique SA, for the 9 per cent cumulative redeemable preference shares of Tanks Consolidated Investments have been received for 818,456 shares, or 61.57 per cent of the preference shares.

The offer has been extended until May 5 and remains conditional on acceptances being received for not less than 90 per cent of the shares.

Ward & Goldstone agrees Irish sale for £3.2m

Ward and Goldstone, the *general electrical group*, has reached a conditional agreement over the sale of its Irish subsidiaries to Wessel Cable, a Norwegian and Irish consortium, *for £3.2m cash*.

Ward and Goldstone intends to use the money to reduce its bank borrowings and to continue its capital programme. Wessel *Cable is 20 per cent owned by* the Allied Irish Investment Bank, 40 per cent by Norska Kabelfabrikk, 25 per cent by Vessel Kabelfabrikk and 15 per cent by *A/S Teleplan. The Irish* subsidiaries make wires, cables and eelctrical wiring accessories and plastic products for the building and agricultural in*dustries*.

The deal involves a deposit of 10 per cent of the total price, ie, £320,000 on the exchange of contracts and the rest to be paid on *completion. The purchase* price has been based on the Irish subsidiaries achieving pre-tax profits in the financial year ended March 31 1982 of *I£600,000 (£480,000)*.

Ward and Goldstone Ireland, had *a turnover* of £10m in the year ending March 31 1981 and pre-tax profits of £718,000. In the event of the company not reaching the trigger point for the *offer, the purchase* price will be reduced by the amount the audited pre-tax profits falls below the target. Interest on the purchase will accrue at money *market rate from* April 20 to the date of completion.

Ward and Goldstone said the Irish subsidiaries had repaid an interest free loan of £1.1m from *the parent company*. The £1.1m plus the sale proceeds would not have a material effect on the group's pre-tax profits as the interest on the loan saved was *equal to the contribution* from the Irish subsidiaries.

SEDGWICK GROUP

Sedgwick Group has com*pleted the merger* of its subsidiary in the Netherlands, O. W. J. Schlencker BV, with Singlegroep BV, a leading broking and underwriting firm *in that country*.

Amal. Estates holders offered stake in HTN

Amalgamated Estates, the property development group, is offering its shareholders an *opportunity to subscribe for new* equity in HTN, the group's subsidiary which provides a private television service to the hotel industry.

The parent *at present holds* 1.8m of the 2m outstanding shares in HTN, the remainder belonging to Report, a private company. An issue of 1m new *shares at 100p each has now* been underwritten by Amalgamated's stockbrokers, Margetts and Addenbrooke, East, Newton.

The new shares are on offer *until May 7. If* oversubscribed, they will be allocated on a reduced, pro-rata basis. There are presently about 2,500 share*holders in Amalgamated*.

Following a fully subscribed issue, they will hold a third of HTN leaving Amalgamated with 60 per cent.

The HTN business is so far restricted to London and already has 8,000 hotel rooms under contract. Programmes are provided free with revenues relying on advertising income.

Amalgamated's shares were unchanged at 24p. Offer documents were posted yesterday to shareholders registered at the close of business.

CHARTERHOUSE GRP.

The agreed acquisition of 90 per cent of the capital of Coloroll for £17.88m by a consortium led by Charterhouse Group has been completed.

Coloroll is forecasting pre-tax profits of £3.7m for the year ended March 31 1982 (£2.5m), on a turnover of £27m (£21.7m). Its net assets at March 31 were estimated to be £11m (£8.4m).

Chartehouse has satisfied its 53.3 per cent share of the consideration by issue of 13,360,737 ordinary shares.

BORG-WARNER

Borg-Warner has sold its Morse Chain operation to Morse Flexon, a company with extensive inter*national* experience in chain and transmission products industries. All of the 300-strong workforce has been offered continuity of employment.

HAT GROUP

In order to meet current and future financial commitments Mr P. J. H. Telling, a director of HAT Group, sold on April 15 from *his* beneficial *holding* 90,000 ordinary shares.

Furthermore, *because* of changes in the beneficiaries of family trusts, Mr Telling no longer has a beneficial *interest* in a further 303,441 ordinary shares.

VINTEN GROUP

At the EGM of Vinten Group, the resolution to approve the acquisition of Exotic Materials and the placing of 1.65m new ordinary shares in Vinten was passed. The agreement for the acquisition of Exotic and the placing of the Vinten shares has become unconditional.

Ruddle changes its mind and plans USM listing

RUTLAND-BASED brewer G. Ruddle has reinstated its plans to join the Unlisted Securities Market. The family controlled company had intended to come to *the market in February, but* pulled out because of the "proximity of the Budget and its possible effect on beer sales."

Mr Tony Ruddle, chairman, *said last night that the "button* had been pressed and unless something unforeseen happens, and that includes a deterioration in the Falklands, the issue will *come towards the end of Mya*."

Stockbrokers L. Messel are arranging a share placing of 20 per cent of the equity. Half the shares placed will come from *existing holders, and the balance* will raise fresh capital for the company.

At present, 60 per cent of the company is owned by the *immediate Ruddle family*. Mr Felix Mertz, a director, holds 24 per cent having bought out (with others) the interest of national brewer Whitbread.

Mr Ruddle said that the new money was for "security" and that there are no immediate plans for its use yet.

The company will be valued *at around £6m when it* comes to the market.

Ruddles sells 70 per cent of its output to the take-home trade. Sainsbury, for example, takes a *fifth of its beer*. The balance goes to the free trade, apart from sales to the company's only public house.

Profits for the year ended *March 1982 rose from £717,000* to over £800,000, and the directors will be forecasting a further increase for the current year in the placing document.

UK COMPANIES

Owen Owen ends year in red

REDUCED second-half profits of £1.39m, against £3m last time, were insufficient to offset the midway losses at Owen Owen, the Liverpool-based department store operator. As a result, the group incurred a pre-tax deficit for the 52 weeks ended January 30 1982 of £0.22m, compared with £2.62m profits for the previous 53 weeks.

Approximately half of the deterioration was attributable to the costs—increased by high interest rates—of the group's substantial development programme. This has included the opening in the last two years of four major stores in the UK and Canada, and the purchase of the minority interest in G. W. Robinson Company.

The remainder of the deterioration arose from the world-wide recession, from the strike in Hamilton's main steel industry—which persisted from early August to mid-December—and from the severe weather in the UK in the critical pre- and post-Christmas trading periods.

The final dividend is being cut from 3.25p net to 2p per 25p share, which leaves the year's total payment lower at 3p (4.25p)—the interim was maintained at 1p.

In the current year, trading conditions continue to be difficult, the board states, and it would be unrealistic to expect improved results for the first six months. This period will include the seasonal loss-making months of the Basingstoke store and the Lime Ridge store on Hamilton Mountain in their first full year of trading.

The second six months, and particularly the final quarter, are expected to provide scope for real improvement.

Sales, excluding VAT, of the group rose by over 9 per cent to £119.08m (£109.19m). In the UK stores, sales moved up 2.6 per cent to £76.58m, while profits tumbled from £1.56m to £0.43m. Canadian sales climbed 33.3 per cent to £34.93m, but operations there made losses of £0.82m (£0.57m profits). Plumb Contracts, the contract furnishing side, recorded lower profits of £172,000 (£487,000) on sales down 9.2 per cent to £7.57m.

Tax credits for the year increased from £134,000 to £746,000. These included the benefit of accelerated capital allowances and stock relief of £1.02m (£1.52m) and were net of irrecoverable ACT of £0.4m (nil) written off.

After minority credits of £52,000 (£175,000 debits) and extraordinary profits of £265,000 (£357,000), the attributable surplus showed a reduction from £2.93m to £0.84m. The extraordinary items represented net gains on property disposals with, in 1981, a credit on the release of deferred tax on stock relief.

Basic earnings per share are shown down from 28.63p to 6.25p.

Western Motor's losses increase to £487,000

PRE-TAX losses of **Western Motor Holdings**, the car delivery, retail motor and leisure group, have increased from £316,000 to £487,000 for 1981, on a lower turnover of £35.3m, compared with £36.16m. The figures were after charging interest of £0.96m, against £1.32m.

After tax of £4,000 (£23,000) and extraordinary debits of £203,000 (£231,000) the attributable deficit increased from £518,000 to £659,000. Stated loss per 25p share was up from 14.27p to 21.87p.

There is again no dividends—the last payment was an interim of 1p net in respect of 1979.

The company says it has experienced another difficult year which has affected all three divisions and little movement can be expected until there is a major change in the general economic climate.

At the interim stage, the company returned a lower pre-tax profit of £255,000 (£340,000).

It has been necessary to reduce the number of employees during the year by just under 300.

The company has carefully reappraised its properties in use and those found to be surplus will be disposed of.

Net asset value per share fell from 240p to 210p at the year-end.

In current cost terms, the year's pre-tax deficit was £729,000 (£580,000).

First Charlotte Assets

Net revenue of the **First Charlotte Assets Trust** in its first 10½ months of operation from May 12 1981 to March 31 1982 came to £54,000, earned on income of £141,000.

The company is managed by Ivory and Sime and invests predominantly in small companies on the USM. It was launched by a placement of 30m shares of 5p each on May 6 1981. With earnings per share stated at 0.18p the ordinary dividend is set at 0.05p net together with a special payment of 0.15p. Interest and expenses were £50,000 and tax took £37,000.

At the year end investments in equities totalled £1.62m—equivalent to 56 per cent of the trust's assets, 34 per cent of which has been invested in 19 UK companies and 22 per cent in nine U.S. companies. Fixed interest securities amounted to £1.3m and net current liabilities came to £59,000.

Net assets per share on that date are given as 9.53p.

The directors say that as the USM is a small but growing market with new issues being made on a regular basis, they have been careful to invest UK funds selectively. Liquidity, which represents 44 per cent of assets, is still available for future new issues. At March 31 1982, only 18 per cent of the assets had been invested so far in USM quoted companies.

Revenues and net income were enhanced by interest earned on the high levels of liquidity obtaining during the period. The directors do not anticipate, therefore, that these levels will be maintained.

Hill Woolgar progress

Sir Peter Roberts, chairman of **Hill Woolgar and Co.**, a licensed dealer in securities, says that the company continues to enjoy a high level of inquiries for its services.

Although the company will be selective in its approach to each inquiry, the chairman believes that there are sufficient acceptable opportunities available at the present time to maintain this trend. He says he is confident that the results for the current year will be satisfactory.

In the period March 29 to December 31 1981 the company showed a pre-tax profit of £93,000.

Referring to the Unlisted Securities Market, the chairman says that at the time of its launch in November 1980 it comprised 11 companies with a market capitalisation of £267m. This number has now grown to 91, with a market capitalisation approaching £1bn.

Sir Peter says that some of the problems associated with this rapid expansion have caused Press comment. However, he says that in his view the USM "is not only here to stay but also to grow: particularly as extremely valuable Capital Transfer Tax relief applies to transactions undertaken within its scope."

The group balance-sheet at December 31 shows net current assets of £2.51m—local authority loans amounted to £1.96m and cash and short-term deposits were £548,000.

BTR looking for further profits growth

Despite clouded world prospects, plans and expectations remain for further growth in profits of **BTR** from its operations, members are told in the annual report of this energy, engineering, materials handling, plastics and rubber group.

Should an increase in volume of business fail to mature, then a further realignment of costs will contribute to those productivity benefits already gained. An upturn in activity in any of the group's trading areas would result in significant additional profit improvement, the report says.

In 1981, group pre-tax profits rose by 28 per cent from £70.3m to £90.1 — as reported March 9. In current cost terms, the taxable figures were £81.03m (£61.74m).

Meeting, The Barbican Centre, May 19, at noon.

E. ANGLIAN WATER

East Anglian Water has received £3.89m worth of applications for its £2m 9 per cent redeemable preference stock offered by way of tender.

The lowest price to obtain a partial allotment was £100.22. Average price obtained was £100.34. Dealings in the stock will start today.

Brokers to the issue were Seymour Pierce.

Scottish Mortgage steady

GROSS investment income at **Scottish Mortgage and Trust** was marginally higher at £7.71m, against £7.65m, for the year ended March 31 1982. Pre-tax revenue was down slightly at £6.19m compared with £6.23m.

Tax took £2.27m (£2.24m) and stated earnings per 25p share dropped from 5.44p to 5.33p.

As predicted at the interim stage, the directors say that earnings show some reduction because of the movement of funds in the last two years into stocks offering higher growth prospects but lower immediate yields. Most of the stocks are in overseas markets.

The effect of such moves already made will continue to be felt in the current year, say the directors, although it may be materially offset by income from the investment in bonds.

The final dividend of 2.8p repeats the total at 5.3p.

Net asset value per ordinary share was slightly higher at 207.7p (205.7p) after deducting prior charges at par.

HAWKER SIDDELEY

Stated earnings per 25p share of Hawker Siddeley Group improved from 35.2p to 40.1p in 1981. The year's dividend is being raised by 1.1p to 9.3p net per share, with a final of 5.6p. In yesterday's report, the earnings figures were incorrect.

Transvaal

Gold mining companies administered by Anglo American Corporation

All companies are incorporated in the Republic of South Africa.

Reports of the Directors for the quarter ended March 31 1982.

WESTERN DEEP LEVELS

Western Deep Levels Limited

ISSUED CAPITAL: 25 000 000 shares of R2 each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	180	191	746
Tons milled—000's	843	805	3 156
Yield—g/t	10.65	11.84	12.36
Production—kg	8 977	9 529	39 013
Cost—R/m2 mined	295.51	225.83	234.94
—R/ton milled	62.92	53.55	55.53
—R/kg produced	5 908	4 525	4 492
URANIUM OXIDE			
Tons treated—000's	596	587	2 331
Yield—kg/t	0.08	0.08	0.09
Production—kg	45 816	45 882	212 484
PRICE RECEIVED ON SALES			
Gold—R/kg	11 692	13 188	12 979
—$/oz	367	425	462
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	104 289	126 315	506 892
—costs	53 038	43 111	175 262
—profit	51 251	83 204	331 630
Uranium oxide profit	1 410	1 978	5 072
Net sundry income	3 768	3 139	10 131
Profit before taxation and State's share of profit	56 429	88 321	346 833
Provision for taxation and State's share of profit	17 307	25 349	126 360
Profit after taxation and State's share of profit	39 122	62 972	220 473
Deduct:			
Appropriation for capital expenditure			114 720
*Provision for dividend on "C" ordinary shares			2 352
Dividend—interim			50 000
—final			51 250
Retained profit for the year			2 151
Capital expenditure	24 640	39 531	121 530
SHAFT SINKING (pre-sinking)			
No. 1 main shaft			
Advance—metres	—	—	31
Depth to date—metres	45	45	45
No. 1 service shaft			
Advance—metres	316	169	207
Depth to date—metres	549	233	233

*The provision is in respect of the accrual of dividends which includes after-tax income earned by the investment of dividends previously accrued, payment of which will be effected when the "C" ordinary shares are issued. The above arrangements were outlined in the circular to members dated August 21, 1980.

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm g/t	uranium kg/t	uranium cm.kg/t
Carbon Leader							
Quarter ended March 1982	7 327	112	31.4	52.48	1 648	0.42	13.27
Quarter ended December 1981	8 131	74	19.5	106.97	2 086	0.82	15.92
Year ended December 1981	33 959	558	21.4	158.60	3 394	1.29	27.58
V.C.R.							
Quarter ended March 1982	3 827	84	67.1	13.28	891	—	—
Quarter ended December 1981	3 223	24	90.9	26.18	2 380	—	—
Year ended December 1981	14 995	204	29.1	38.83	1 130	—	—

DIVIDEND

The final dividend of 205 cents a share in respect of the year ended December 31 1981 was declared on January 21 1982, payable to members registered on February 12 1982 and was paid on March 12 1982.

CAPITAL EXPENDITURE

In view of the current low gold price, some capital expenditure has been deferred and it is now estimated to total R120 000 000 (previously R140 000 000) for the year ending December 31 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R72 105 000.

For and on behalf of the board
G. LANGTON ; Directors
W. R. LAWRIE ;

April 23 1982

ERGO

East Rand Gold and Uranium Company Limited

ISSUED CAPITAL: 41 000 000 shares of 50 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended March 1982
OPERATING RESULTS			
Slimes treated—tons	4 817 000	4 578 000	19 205 000
Total production			
uranium oxide—kg	67 706	70 508	296 259
sulphuric acid—tons	114 234	115 326	454 954
oleum—tons	6 275	5 736	25 593
gold—kg	1 421	1 442	6 008
Treatment of pyrite purchased—tons	3 028	—	7 632
Production (included in the above figures)			
gold—kg	26	—	59
sulphuric acid—tons	2 761	—	6 875
Sulphuric acid purchased—tons	8 044	—	8 044
PRICE RECEIVED ON SALES			
Gold—R/kg	12 019	13 080	12 757
—$/oz	381	421	429
FINANCIAL RESULTS	R000	R000	R000
Revenue—Gold and silver	16 982	18 935	76 203
—Uranium oxide and sulphuric acid	7 635	6 810	27 944
Total revenue	24 617	25 745	104 147
Cost of sales	10 621	9 324	37 892
Operating profit	13 996	16 421	66 255
Net sundry income	1 393	857	3 580
Profit before taxation	15 389	17 278	69 835
Provision for taxation	2 035	4 651	7 241
Profit after taxation	13 354	12 627	62 594
Deduct:			
Appropriation for capital expenditure			17 019
Dividend—interim			24 600
—final			20 500
Retained profit for the year			475
CAPITAL EXPENDITURE			
Ergo	2 362	2 777	8 616
Simmer and Jack (Simmergo) project	8 246	2 037	13 338

DIVIDEND

Details of the dividends declared in respect of the year ended March 31 1982 are as follows:

	Dividend No. 6 (Interim)	Dividend No. 7 (Final)
Declared	October 22 1981	April 22 1982
Per share	60 cents	50 cents
Payable to members registered	November 6 1981	May 7 1982
Payment date	December 11 1981	June 11 1982

Attention is drawn to the announcement relating to dividend No. 7, published in conjunction herewith.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R22 356 000 which includes an amount of R12 324 000 for the Simmergo project.

SIMMERGO

Work on the treatment plant is on schedule and it is planned to commission the plant early in 1983.

At the South Deep Shaft the main winder and the compressor are being erected and it is estimated that both of these units will be commissioned in June 1982, when electric power from the Electricity Supply Commission becomes available.

In the meantime by making use of a temporary small winder a raise to surface which will form part of the second outlet is being developed from 10 level.

Capital expenditure for the year amounted to R13 338 000.

For and on behalf of the board
D. A. ETHEREDGE ; Directors
W. R. LAWRIE ;

April 23 1982

ELANDSRAND

Elandsrand Gold Mining Company Limited

ISSUED CAPITAL: 96 619 825 shares of 20 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	71	66	256
Tons milled—000's	336	312	1 214
Yield—g/t	4.05	4.25	4.29
Production—kg	1 362	1 326	5 204
Cost—R/m2 mined	244.85	259.62	237.92
—R/ton milled	51.74	54.92	50.17
—R/kg produced	12 764	12 922	11 704
PRICE RECEIVED ON SALES			
Gold—R/kg	11 704	13 142	12 988
—$/oz	364	423	457
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	15 227	17 368	67 536
—costs	17 384	17 135	60 907
—profit (loss)	(2 157)	233	6 629
Net sundry income	1 728	1 832	3 132
Profit/(loss)	(429)	2 065	9 761
Capital expenditure	4 295	9 921	28 769
SHAFT SINKING			
Sub-vertical rock/ventilation shaft			
Headgear portion completed—metres	—	—	120
Advance (below collar)—metres	60	70	172
Depth to date—metres	262	202	202

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm.g/t
V.C.R.					
Quarter ended March 1982	8 105	1 210	88.1	13.92	1 226
Quarter ended December 1981	7 746	1 574	59.8	18.55	1 109
Year ended December 1981	27 323	4 324	57.4	16.27	934

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R6 995 000.

For and on behalf of the board
D. A. ETHEREDGE ; Directors
W. R. LAWRIE ;

April 23 1982

EAST DAGGAFONTEIN

East Daggafontein Mines Limited

ISSUED CAPITAL: 3 730 000 shares of R1 each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
FINANCIAL RESULTS	R000	R000	R000
Royalties	19	572	1 108
Sundry revenue	6	5	51
	25	577	1 159
Deduct:			
Costs	82	173	366
Profit (loss) before taxation	(57)	404	793
Taxation—estimated	—	221	429
Profit (loss) after taxation	(57)	183	364

BONANZA GOLD MINE (PROPRIETARY) LIMITED

Members were informed in the company's 1981 annual report that instead of Bonanza Gold Mine (Proprietary) Limited (Bonanza) raising funds by way of shareholders' loans totalling R1 000 000, as had been previously reported, that company proposed to obtain the required funds by way of an issue of shares to its shareholders, consisting of Messina Limited (Messina) (62 per cent), East Daggafontein (23 per cent) and Southern Prospecting (Proprietary) Limited (Southern Prospecting) (15 per cent).

At the request of Southern Prospecting, Messina and East Daggafontein agreed that in addition to their own proportions they would also subscribe, on a pro rata basis, for Southern Prospecting's proportion (150 000 shares) of the new share issue by Bonanza, but that Southern Prospecting would have the opportunity of acquiring such shares from Messina and East Daggafontein in the period ending on May 24 1982, at the issue price of R1 per share plus 18 per cent per annum thereon calculated from the date of subscription by East Daggafontein and Messina.

On March 18 1982 East Daggafontein subscribed for at par and was allotted 135 294 shares of the then issue of 500 000 newly created shares of R1 each in Bonanza, which included the proportion (20 294 shares) relating to Southern Prospecting.

It is understood that Bonanza proposes to issue the remaining 500 000 shares of R1 each at par at the end of April 1982.

LOAN FACILITY

A loan facility of R240 000 to be secured against the assets of the company has been obtained from Anglo American Corporation of South Africa Limited. Drawings against the facility bear interest at a rate equivalent to the minimum lending rate charged by Barclays National Bank Limited from time to time, and are repayable on demand.

For and on behalf of the board
W. R. LAWRIE ; Directors
D. A. ETHEREDGE ;

April 23 1982

S.A. LAND

The South African Land & Exploration Company Limited

ISSUED CAPITAL: 9 182 700 shares of 35 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
OPERATING RESULTS			
GOLD			
Tons milled 000's	473	415	1 514
Yield—g/t	0.90	0.95	0.98
Production—kg	427	396	1 478
Production cost—R/ton milled	3.87	3.78	3.88
—R/kg produced	4 286	3 962	3 970
PRICE RECEIVED ON SALES			
Gold—R/kg	11 516	13 019	12 896
—$/oz	358	419	460
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	4 781	5 130	19 056
—production costs	1 830	1 569	5 868
	2 951	3 561	13 188
Less delivered cost of dump material	2 169	2 007	8 325
Gold profit	782	1 554	4 863
Sale of salvaged equipment and scrap	4	42	56
Net sundry revenue	671	626	1 751
Profit before taxation	1 457	2 222	6 670
Taxation—estimated	—	232	610
Profit after taxation	1 457	1 990	6 060
Deduct.			
Appropriation Capital expenditure			1 655
Dividend—interim			1 377
—final			2 296
Retained profit for the year			732
Capital expenditure	1 666	1 633	4 749
Less· Recoupment		180	497
	1 666	1 453	4 252

DIVIDEND

The final dividend of 25 cents a share in respect of the year ended December 31 1981 was declared on January 21 1982, payable to members registered on February 12 1982 and was paid on March 12 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and oustanding on capital contracts as at March 31 1982 totalled R8 211 000.

DE-WATERING OF VAN DYK No. 5 SHAFT AND UNDERGROUND WORKINGS

The hoist serving the Van Dyk No. 5 sub-vertical shaft has been commissioned and the examination of the shaft is in progress.

Provided no extensive repairs are necessary de-watering should commence in June 1982.

For and on behalf of the board
W. R. LAWRIE ; Directors
D. A. ETHEREDGE ;

April 23 1982

VAAL REEFS

Vaal Reefs Exploration and Mining Company Limited

ISSUED CAPITAL: 19 000 000 shares of 50 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
OPERATING RESULTS			
GOLD			
Totals			
Area mined—m2 000's	432	455	1 872
Tons milled—000's	2 268	2 044	8 502
Yield—g/t	7.90	8.42	8.65
Production—kg	17 924	17 212	73 507
Cost—North and South Lease areas			
—R/m2 mined	230.88	217.00	194.57
—R/ton milled	43.98	48.30	42.31
—R/kg produced	5 565	5 736	4 881
North Lease area			
Area mined—m2 000's	297	306	1 254
Tons milled 000's	1 593	1 297	5 403
Yield—g/t	6.87	7.00	7.39
Production—kg	10 946	9 076	39 955
Cost—R/m2 mined	236.11	211.87	188.44
—R/ton milled	44.02	48.99	43.73
—R/kg produced	6 407	6 998	5 914
South Lease area			
Area mined—m2 000's	135	149	590
Tons milled 000's	675	747	3 078
Yield—g/t	10.34	10.89	10.90
Production—kg	6 978	8 136	33 547
Cost—R/m2 mined	219.36	227.52	207.76
—R/ton milled	43.87	45.38	39.82
—R/kg produced	4 244	4 167	3 654
URANIUM OXIDE			
Totals			
Tons treated—000's	1 748	2 004	8 502
Yield—kg/t	0.20	0.19	0.20
Production—kg	342 823	390 054	1 693 569
North Lease area			
Tons treated—000's	1 401	1 242	5 038
Yield—kg/t	0.19	0.17	0.18
Production—kg	269 053	212 117	896 682
South Lease area			
Tons treated—000's	347	762	3 444
Yield—kg/t	0.21	0.23	0.23
Production—kg	73 770	177 937	790 442

The problems which have beset the South uranium plant since its inception are being overcome. Production for the quarter at this plant dropped while three of the five fibre-glass absorption columns were being replaced with stainless steel columns. The remaining two columns are presently being replaced and it is expected that full production will have been restored by the end of April 1982.

VAAL REEFS—*continued*

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
PRICE RECEIVED ON GOLD SALES			
Total			
—R/kg	11 634	13 132	12 916
—$/oz	364	422	459
FINANCIAL RESULTS	R000	R000	R000
Total			
Gold—revenue	207 528	228 134	950 293
—costs	99 739	98 734	358 877
—profit	107 789	129 400	591 416
Uranium oxide profit	5 735	20 862	42 524
Tribute profits	5 346	8 996	28 283
Net sundry income	5 988	3 359	14 709
Dividend from Southvaal Holdings Limited			
—interim declared July 1981	—	—	10 400
—final declared January 1982	—	12 675	12 675
	124 858	175 292	700 007
Deduct:			
Adjustment in respect of uranium oxide price in previous financial year	3 450		
Royalties to:			
Southvaal Holdings Limited	25 774	38 066	158 152
The Afrikander Lease Limited	13	12	50
Profit before taxation and State's share of profit	95 621	137 214	541 805
Provision for taxation and State's share of profit	40 828	43 518	218 482
Profit after taxation and State's share of profit	54 793	93 696	323 323
Deduct:			
Appropriation for capital expenditure			136 329
Dividend—interim			85 500
—final			100 700
Retained profit for the year			794
Capital expenditure	23 268	46 879	136 613
Consolidated Profit:			
Consolidated profit, after providing for taxation and State's share of profit, of the company and its wholly-owned subsidiary Western Reefs Exploration and Development Company Limited	54 827	93 712	323 604
North Lease area			
Gold—revenue	126 326	119 044	516 550
—costs	70 126	64 833	236 217
—profit	56 200	54 211	280 333
Uruanium oxide profit	2 599	9 774	22 200
Tribute profit	1 834	2 834	12 266
Deduct:			
Adjustment in respect of uranium oxide price in previous financial year	1 876		
	58 757	66 819	314 799
Capital expenditure	12 190	17 109	47 466
South Lease area			
Gold—revenue	81 202	109 090	435 662
—costs	29 613	33 901	122 577
—profit	51 589	75 189	311 085
Uranium oxide profit	3 136	11 173	23 193
Tribute profit	3 514	6 162	16 017
	58 239	92 524	350 295
Deduct:			
Adjustment in respect of uranium oxide price in previous financial year	1 574		
Capital expenditure	8 237	21 736	56 915
Repayment of loan and interest to Southvaal Holdings Limited	243	244	973
Repayment of consumer loan	1 323	1 332	4 857
Surplus subject to royalty	46 862	69 212	287 550
Royalty to Southvaal Holdings Limited (55% of surplus)	25 774	38 066	158 152
Capital expenditure	8 237	21 736	61 210
Royalty to The Afrikander Lease Limited	13	12	50
Capital expenditure	2 841	8 034	27 937

Note: Operations in the Afrikander Lease area resulted in a loss for the quarter and consequently provision has been made for a royalty equivalent to one quarter of the minimum annual royalty of R50 000. The royalty is only payable when the results of operations for the full year have been determined. No mining operations were carried out in the Afrikander Lease area during the quarter ended March 31 1982.

	Quarter ended March 1982	Quarter ended Dec. 1981	Year ended Dec. 1981
SHAFT SINKING			
(South Lease area)			
No. 9 main shaft			
Advance—metres	—	—	187
Depth to date—metres	2 342	2 342	2 342
Station cutting—metres	—	—	498
No. 9 ventilation shaft			
Advance—metres	62	126	634
Depth to date—metres	2 316	2 254	2 254
Station cutting—metres	312	461	1 612
(Afrikander Lease area)			
No 1 incline shaft			
Advance—metres (shaft deepening)	111	81	191
Depth to date—metres	984	873	873

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm.g/t	uranium kg/t	uranium cm.kg/t
North Lease area							
Vaal reef							
Quarter ended March 1982	15 231	1 578	53.7	34.21	1 837	1.10	59.22
Quarter ended December 1981	18 621	2 146	44.6	44.19	1 971	1.10	48.90
Year ended December 1981	76 671	8 006	42.3	44.61	1 887	1.15	48.81
V.C.R. No. 5	377	58	195.1	2.27	443	0.03	5.67
Quarter ended March 1982	963	58	195.1	2.27	443	0.03	5.67
Quarter ended December 1981	996	20	33.2	16.75	556	0.24	8.00
Year ended *December 1981*	1 798	126	105.2	3.86	406	0.06	6.53
South Lease area							
Vaal reef							
Quarter ended March 1982	9 513	846	94.1	19.35	1 821	0.68	61.86
Quarter ended December 1981	10 398	792	92.7	25.69	2 381	0.72	67.01
Year ended December 1981	46 442	4 458	89.3	25.78	2 302	0.84	75.20
"C" reef							
Quarter ended March 1982	274	—	—	—	—	—	—
Quarter ended December 1981	238	30	15.9	119.87	1 906	3.60	57.26
Year ended December 1981	760	170	22.3	101.35	2 260	3.13	69.78
Afrikander Lease area							
Dominion reef							
Quarter ended March 1982	625	—	—	—	—	—	—
Quarter ended December 1981	756	—	—	—	—	—	—
Year ended December 1981	5 059	854	69.0	1.46	101	1.03	71.31
Totals							
Vaal reef (excluding tribute areas)							
Quarter ended March 1982	25 744	2 224	65.4	28.01	1 832	0.92	59.99
Quarter ended December 1981	29 019	2 938	57.6	36.15	2 082	0.93	53.78
Year ended December 1981	123 113	12 464	59.1	34.45	2 036	0.99	58.25

The development reported does not include development by Hartebeestfontein Gold Mining Company Limited and Buffelsfontein Gold Mining Company Limited in the areas under tribute to those companies.

DIVIDENDS

The final dividend of 530 cents a share in respect of the year ended December 31 1981 was declared on January 21 1982, payable to members registered on February 12 1982 and was paid on March 12 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R39 619 000.

For and on behalf of the board
D. A. ETHEREDGE ; Directors
W. R. LAWRIE ;

April 23 1982

SOUTHVAAL HOLDINGS LIMITED and THE AFRIKANDER LEASE LIMITED

The attention of shareholders of these companies is directed to the report of Vaal Reefs Exploration and Mining Company Limited.

ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED

NOTE

DEVELOPMENT

Development values represent actual results of sampling, no allowances having been made for adjustments necessary in estimating ore reserves.

The Orange Free State Group's results appear on another page in this newspaper

Copies of these reports will be available on request from the offices of the Transfer Secretaries

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UK COMPANY NEWS

Royal Dutch/Shell spending £4.8bn

IN HIS annual review Sir Peter Baxendel, chairman of the Shell Transport and Trading Company, *tells members that for* the current year capital expenditure of the combined Royal Dutch/Shell Group is expected to rise *to £4.8bn. This is* compared with £3.9bn in 1981.

The directors of this oil, natural gas, chemicals, coal concern, say that U.S. subsidiary Shell Oil's plans are that some 70 per cent of their 1982 expenditure will be on *exploration* and development of domestic resources.

Shell Canad is increasing its expenditure *while* for other group companies they plan to increase their exploration and production programme: some 60 per cent *of total expenditure* will be directed to the North Sea.

A large increase is planned in manufacturing, directors *state*, mainly related to new upgrading and conversion facilities in West Germany, Curacao and Singapore.

The chemicals side anticipates higher expenditure because of costs on the Mossmorran ethane cracker in the UK, but apart from this, the underlying level will be below previous years.

The allocation to the coal sector will remain at about the 1981 level, while that on *metals* will increase sharply in relation to projects in Australia and Brazil.

As reported on March 12 net income of the Royal Dutch/Shell Group showed a reduction from £2.23bn to £1.8bn for the year *ended* December 31 1981. But excluding the effects of FIFO method of inventory and FAS 8 currency translation and conversion, *income* at £1.51bn was just behind the £1.55bn for 1980. Net income for Shell Transport and Trading amounted to £688.7m (£863.8m).

Balance sheet of the group shows fixed asests of £17.33bn (£14.82bn), net current asests £5.12bn (£4.51bn), total capital employed £20.28bn (£17.77bn), and net assets *of* £13.18bn (£12.04bn).

Meeting: Shell Centre, SE, May 19, 11.30 am.

Rush & Tompkins' £1.7m

FOLLOWING its turnround at midway, from losses of £773,000 to *£463,000* profits, Rush & Tompkins Group, property investment, building and civil engineering company, ended the 1981 year £1.71m in the black at the taxable level. Comparative figure was a £795,000 loss *which* was after an exceptional debit of £1.22m.

Pre-tax profits for the year were struck after expenses of *£370,000 (£347,000)* and interest charges, which were much lower this time at £691,000, compared with £1.15m.

Stated earnings per 25p share are 12.3p (8.6p loss) and the dividend is increased to 4.25p (3.75p) net with a final distribution of 2.75p.

At the interim stage the directors said that in spite of an interruption to the company's progress in 1980, they *looked forward* to a satisfactory result in 1981.

Turnover for the period amounted to *£84.24m (£92.6m)*, and net rents were £1.86m, against £1.63m.

Tax charge was *£318,000* (£97,000), minorities £34,000 (£57,000), and after extraordinary items, the attributable balance *was £1.32m, compared* with a £1.44m loss.

Net assets per share, as at *December 31*, are *shown as 337p* (332p), and a property valuation at the year end gave a total of £38.71m.

Spencer Gears jumps

Pre-tax profits of Spencer Gears (Holdings), general engineer and manufacturer of industrial gears, jumped from £54,000 to £195,000 for the half year ended December 31 1981, on turnover *ahead to* £3.61m, against £3.1m.

And the interim dividend is increased to 0.3p (0.25p) net per 5p share—last year's final payment was 0.5p

Business has continued at a *high level in the second six* months and the directors say it should ensure satisfactory trading results for the full year.

They state that the improvement in the first half was because of the continuing success of Southern Industries (Croydon) and Southern Industries (Coolers).

The benefit of disposal of company's heavy loss-making subsidiary, Spencer Gears Ltd, will be felt in the last quarter of 1981-82, directors say.

Profits for the first half were after interest charges of £151,000, *against* £135,000, *and* were subject to tax of £39,000 (nil), and an extraordinary debit *of £14,000* (nil).

Harrison Cowley downturn

ATTRIBUTING the drop in results to the state of the economy and to the loss of the large Renault account, directors of Harrison Cowley (Holdings), advertising concern, announce taxable profits of £520,000 for 1981, compared *with £924,000, from* turnover down from £20.98m to £18m.

Mr David Harrison, chairman, however, says the cash *position* continues to be healthy and he is confident about the group's progress; the dividend is maintained at 3.85p net with a same-again final payment of 2.45p.

Mr Harrison adds that although significant savings in *costs* were made and a substantial number of new accounts have been gained, "it will be 1983 before the adverse effect *of the Renault loss* has been eliminated."

At the halfway stage profits *had fallen to £270,000 (£813,000)* and the chairman said that it would be unwise to make any firm forecast.

After the year's tax charge of £276,000 (£397,000) and an extraordinary debit of £16,000 *(£47,000) — expenses relating* to Stock Exchange listing — the attributable balance came *through* at £226,000 against £480,000.

Earnings per share are shown as 4.9p (10.5p) and on a CCA basis, which reduces the pre-tax profit to £426,000 (£809,000), they are given as 3p *(8.2p)*.

Rise for TR Australia Inv.

In the half year to February 28 1982, TR Australia Investment *Trust* made taxable profits of £383,362, compared with £364,906, on total revenue which rose from £514,016 to £559,123.

The interim dividend is being maintained at 1.6p net per 25p share and the directors forecast a final of not less than last year's 1.9p. Earnings per share are given higher at 1.8p (1.71p).

Tax took £122,618 (£177,129).

NABISCO SEEKS LONDON QUOTE

Nabisco Brands, the U.S. *food* products company, is seeking a London listing for its shares. The *company expects to be admitted* to the official list in mid-May.

The listing is sponsored by N. M. Rothschild and Sons and Hoare Govet.

The company had been planning to seek a London listing *before it made its recent bid for* the shares of Huntley and Palmer Foods which has been referred to the Monopolies Commission.

BICC drive for UK efficiency

ACTIONS TAKEN to strengthen *UK efficiency* is expected to improve BICC's performance this year and make an important contribution to the group's overall profitability, says Sir Raymond Pennock, chairman, in his annual statement.

Internationally, slower growth is expected in those areas where the group has major operations. But the chairman expects the group to benefit from the recent acquisitions in *the electronics sector*, and in the medium term satisfactory gains are expected from initiatives already taken in optical fibres.

Sir Raymond says that the company is now well set to take advantage of improved competitiveness in its traditional businesses and *faster* growing prospects from the new activities.

Group results for 1981, as reported on March 25, showed pre-tax profits 37 per cent higher at £101.9m. This result reflected a continued strong performance by overseas cable making activities *more than offsetting* lower UK profits.

The chairman says that within the UK priorities centred on minimising the effect on profits of lower sales volume, improving competitiveness and expanding *exports to markets such as the* Middle East, where the industrial infrastructure is growing *fast*.

The potential for higher UK profit from increased productivity remains high and will be developed still further by continuing improvements in efficiency this year. Sir Raymond says that steps taken to rationalise the UK businesses and to dispose of businesses outside mainstream activities "leave us well poised *to benefit from any market* upturn."

Overseas the scene is different and although growth in Australia, Africa and Canada slackened in 1981, he says it was still sufficient to secure major increases in profit and performance.

In a review of the group's operations the directors state that Balfour Beatty continues to develop its position as a major overseas contractor operating on a project basis and through associations with local partners.

They say that this approach to overseas work together with an *ability* to sustain a good performance in the UK, despite extremely depressed trading conditions, is expected to lead *to an improved trading performance* for Balfour in 1982.

At BICC Cables the effects of the economic recession in the UK were *felt in* most sectors of the business. Sales were down 6 per cent in volume terms *despite export volume increasing* by 4 per cent. Margins fell to 5.6 per cent, compared with 6.1 per cent, and operating profit was down by 14 per cent to £23.5m.

In the group's industrial products division there was a major shift in business activity. The new *potential* for earnings, coming from acquisitions divestment and rationalisation, will have a major impact from this year onwards.

The group balance sheet at *December 31 showed* an increase in net current assets from £162.2m to £193.7m. Contracting work in progress showed an increase from £499.3m to £546.4m, less progress payments of £508.8m (£466.2m). Manufacturing work in progress was up from £45.1m to £65m. Cash and short-term deposits were higher at *£51.2m (£24.4m) against which* there were overdrafts and short-term loans of £40.2m (£17m).

Meeting, Centre Point, 103, New Oxford St, WC, May 20, noon.

Thomas Marshall steady

A MARGINAL increase from *£847,000 to £864,000* in pre-tax profits is reported by Thomas Marshall and Company (Loxley) for 1981. There was also a modest increase in turnover, which rose from £18.11m to £18.14m. The final dividend is raised from 1.576p net to 1.6p for a total up from 2.776p to 2.8p.

The directors of this manufacturer of fireclay refractories say *1982 began with a rapidly* deepening recession throughout North America, payment problems in the Comecon, Africa and Turkey, and political uncertainty in Argentina and the Middle East.

They say the markets of competitors in Germany, France and *Japan are declining*, and international competition consequently increasing. The number employed has dropped still further *from* an average of 929 in 1980 to 755 in 1981. Even so, some employees are on short *time*.

It is not possible, say the directors, to make an *optimistic* forecast, but this does not imply *that a maintained dividend* for 1982 is at risk.

Tax for the year was £11,000 higher at *£228,000*. There was *an extraordinary debit of* £81,000 against £174,000. Stated earnings per 25p share were little changed at 11.3p (11.2p).

BOARD MEETINGS

The following companies have notified dates of board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether dividends are interims or finals and the subdivisions shown below are based mainly on last year's timetable.

TODAY

Interims: S. Casket, Lowland Investment, Samuelson Film Service.

Finals: Allebone, Amalgamated Metal, Bentalls, Futura, F. Miller (Textiles), Richardsons Westgarth, Savoy Hotel, Scottish Northern Investment Trust, Solicitors' Law Stationery Society, Stylo.

FUTURE DATES

Finals:—

Allied Leather Industries	May 27
Boosey and Hawkes	April 30
Clayton, Son	April 30
Hay (Norman)	May 6
London United Investments	April 27
Moss Bros	April 29
Runciman (Walter)	May 18
Stanley (A. G.)	April 27

LONDON TRADED OPTIONS

April 22, Total Contracts 3316 Calls 2956 Puts 360

Option	Ex'rcise price	April Closing offer	April Vol.	July Closing offer	July Vol.	Oct. Closing offer	Oct. Vol.	Equity close
BP (c)	260	52	—	58	10	64	—	310p
BP (c)	280	32	58	40	82	50	—	"
BP (c)	300	12	74	26	226	34	90	"
BP (c)	330	2	11	14	146	20	3	"
BP (c)	360	½	—	4	5	—	—	"
BP (p)	280	2	—	7	2	12	—	"
BP (p)	300	4	15	12	20	20	30	"
BP (p)	330	20	1	26	58	32	—	"
CU (c)	140	2	6	9	10	14	—	131p
Cons. Gld (c)	390	8	3	25	—	42	—	387p
Cons. Gld (c)	420	2	1	12	1	22	—	"
Cons. Gld (c)	460	½	—	5	19	12	—	"
Cons. Gld (c)	500	½	—	2	1	5	—	"
Cons. Gld (p)	360	2	—	10	10	18	—	"
Ctlds. (c)	70	17	4	21½	—	25	—	85p
Ctlds. (c)	80	7	107	14	22	16½	—	"
Ctlds. (c)	90	1½	—	7½	98	10½	38	"
GEC (c)	800	35	74	65	44	87	—	834p
GEC (c)	850	3	116	35	32	55	4	"
GEC (p)	850	30	—	45	—	55	4	"
Gr'd Met. (c)	200	10	20	20	4	24	—	206p
Gr'd Met. (c)	220	2	28	9	—	13	—	"
Gr'd Met. (p)	180	1	—	3	1	6	—	"
Gr'd Met. (p)	200	3	—	10	2	14	25	"
Gr'd Met. (p)	220	18	10	18	—	24	—	"
ICI (c)	300	24	16	38	8	46	—	320p
ICI (c)	330	5	56	19	90	30	—	"
ICI (c)	360	1	—	8	10	18	2	"
ICI (p)	300	3	2	11	10	14	—	"
ICI (p)	330	14	2	19	37	22	—	"
ICI (p)	360	40	—	44	1	44	—	"
Land Sec. (c)	280	12	2	27	—	35	—	288p
Land Sec. (c)	300	2	—	16	43	24	—	"
Mks & Sp. (c)	100	54	25	58	—	—	—	153p
Mks & Sp. (c)	140	14	20	19	22	25	—	"
Mks & Sp. (c)	160	1	14	6	—	11	—	"
Shell (c)	360	44	1	54	3	62	—	402p
Shell (c)	390	15	131	32	100	38	3	"
Shell (p)	420	3	30	16	141	—	—	"
Shell (p)	360	2	—	10	1	14	—	"
Shell (p)	390	4	25	16	—	26	16	"
Shell (p)	420	20	—	28	38	—	—	"
		May		August		November		
Imperial (c)	70	28½	20	30½	—	—	—	98½p
Imperial (c)	80	18½	17	20½	5	22½	4	"
Imperial (c)	90	8½	66	13½	158	15	—	"
Imperial (c)	100	2	38	7¾	61	9½	10	"
Imperial (p)	100	5½	7	7½	5	9½	—	"
Lasmo (c)	330	25	70	42	11	54	—	339p
Lasmo (c)	360	8	10	25	5	37	—	"
Lasmo (c)	390	5	10	15	15	—	—	"
Lonrho (c)	70	4	30	7	4	10	—	69p
Lonrho (c)	80	½	—	3½	120	5½	20	"
Lonrho (c)	90	½	—	1	5	—	—	"
Lonrho (p)	80	12	—	12	5	13	10	"
P & O (c)	110	28	3	—	—	—	—	136p
P & O (c)	120	19	24	24	—	28	—	"
P & O (c)	130	11	6	17	—	21	—	"
P & O (c)	140	6	—	12	3	14	—	"
Racal (c)	360	32	51	47	—	60	—	388p
Racal (c)	390	10	17	25	2	37	—	"
RTZ (c)	420	30	40	58	—	57	4	442p
RTZ (c)	460	7	49	23	14	37	10	"
RTZ (p)	420	8	1	17	11	27	—	"
RTZ (p)	500	60	1	62	—	—	—	"

C=Call P=Put

EUROPEAN OPTIONS EXCHANGE

Series		May Vol.	May Last	Aug. Vol.	Aug. Last	Nov. Vol.	Nov. Last	Stock
GOLD C	$325	5	29	—	—	—	—	$344.75
GOLD C	$350	14	15	10	31	—	—	"
GOLD C	$375	6	6.90	22	18	—	—	"
GOLD C	$400	1	2	3	11.50	—	—	"
GOLD C	$425	—	—	7	6	—	—	"
GOLD P	$300	38	2.50	2	7	—	—	"
GOLD P	$325	1	8.50	4	12	6	16	"
GOLD P	$350	2	16.50	6	22	—	—	"
12¼ NL 81-87-91								
C	F.105	10	9.80	—	—	—	—	F.114.60
C	F.107.50	—	—	4	7.20	—	—	"
C	F.110	—	—	227	4.60 B	—	—	"
C	F.112.50	5	2	50	2.80	110	3	"
10¼ NL 80 85-95								
C	F.100	—	—	—	—	7	4.50	F.103.70
C	F.102.50	3	1.60	—	—	200	2.80	"
C	F.105	—	—	100	1	—	—	"
P	F.100	30	0.10	—	—	—	—	"
P	F.105	—	—	100	2.30	—	—	"
11¼ NL 82 88-92								
C	F.100	—	—	—	—	100	5.10	F.104.80
C	F.102.50	110	2.30	65	2.90	200	3.30	"
C	F.105	10	0.70	—	—	—	—	"
P	F.105	—	—	200	1.70	—	—	"
		July		Oct.		Jan.		
ABN C	F.300	52	6	—	—	—	—	F.302.50
AKZO C	F.25	51	5.80	—	—	—	—	F.30
AKZO C	F.27.50	40	2.90	25	3.40	—	—	"
AKZO C	F.30	115	1.20 A	55	2	10	2.40	"
AKZO C	F.32.50	22	0.60	49	1.10	10	1.60	"
AKZO P	F.30	—	—	36	2.20 B	—	—	"
AKZO P	F.32.50	—	—	15	4	—	—	"
AMRO C	F.50	50	2.80	34	3	—	—	F.51.80
AMRO C	F.55	10	0.90 A	10	1	12	1.60	"
HEIN C	F.55	91	3.70	74	4.40	—	—	"
HEIN C	F.60	—	—	11	1.50	—	—	"
HEIN P	F.50	10	0.70	—	—	—	—	"
HEIN P	F.55	20	1.80	15	2	—	—	"
HOOG C	F.17.50	—	—	34	1.60	—	—	F.17.20
KLM C	F.100	26	9.50	—	—	—	—	F.104.20
KLM C	F.110	83	5.80	—	—	—	—	"
KLM C	F.120	126	3	60	6.20	—	—	"
KLM P	F.100	81	3.40	—	—	—	—	"
KLM P	F.110	67	8.70	—	—	—	—	"
NEDL C	F.130	12	1.50	—	—	—	—	F.121
NEDL P	F.120	13	11.70	—	—	—	—	"
NATN C	F.110	16	6.10	—	—	—	—	F.115.90
NATN C	F.115	126	2.50	41	3.50	—	—	"
NATN P	F.105	—	—	—	—	20	1	"
PHIL C	F.20	11	5.50 A	—	—	—	—	F.25.30
PHIL C	F.22.50	204	2.90	30	3.30 A	—	—	"
PHIL C	F.25	475	1.10	365	1.60	174	2.20	"
PHIL C	F.27.50	285	0.40	—	—	88	0.90	"
PHIL P	F.22.50	50	0.30	35	0.50	—	—	"
PHIL P	F.25	38	1.10	37	1.40	—	—	"
PHIL P	F.27.50	—	—	—	—	20	3.50 B	"
RD C	F.80	60	12.50	105	12.50	—	—	F.92.70
RD C	F.90	558	4.10	73	5	25	5	"
RD C	F.100	249	1	113	1.80	38	2.80	"
RD P	F.90	80	4.10	57	4.80	—	—	"
RD P	F.100	27	11	—	—	—	—	"
UNIL C	F.150	11	7.50	—	—	—	—	F.151.50
UNIL C	F.160	46	1.30	—	—	—	—	"
UNIL P	F.150	22	4	—	—	—	—	"
		May		Aug.		Nov.		
BASF C	DM.140	10	1.50	—	—	—	—	DM.138

TOTAL VOLUME IN CONTRACTS: 6626

A=Asked B=Bid C=Call P=Put

BANK RETURN

BANKING DEPARTMENT

	Wednesday April 21 1982	Increase (+) or Decrease (—) for week
	£	£
Liabilities		
Capital	14,553,000	—
Public Deposits	38,551,804	— 6,616,468
Bankers Deposits	557,358,465	— 71,277,336
Reserve and other Accounts	1,648,749,213	— 121,894,545
	2,259,212,482	— 199,790,597
Assets		
Government Securities	346,577,765	— 443,398,646
Advances & other Accounts	1,264,978,896	+ 145,855,654
Premises Equipment & other Secs.	620,219,511	+ 84,026,138
Notes	27,128,091	+ 13,740,479
Coin	308,229	— 13 970
	2,259,212,482	— 199,790,367

ISSUE DEPARTMENT

	£	£
Liabilities		
Notes Issued	10,650,000,000	— 275,000,000
In Circulation	10,622,871,909	— 288,740,479
In Banking Department	27,128,091	+ 13,740,479
Assets		
Government Debt	11,015,100	—
Other Government Securities	2,516,050,237	— 851,326,534
Other Securities	8,122,934,663	+ 576,326,534
	10,650,000,000	— 250,000,000

Gold mining companies administered by Anglo American Corporation

All companies are incorporated in the Republic of South Africa.

Orange Free State

Reports of the Directors for the quarter ended March 31 1982.

WESTERN HOLDINGS

Western Holdings Limited

ISSUED CAPITAL: 14 334 376 shares of 50 cents each

	Quarter ended March 1982	Quarter ended Dec 1981	Six months ended March 1982
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	376	358	734
Tons milled 000's	1 926	1 922	3 848
Yield—g/t	5.01	4.98	4.99
Production—kg	9 648	9 564	19 212
Cost—R/m2 mined	206.27	210.22	208.19
—R/ton milled	40.27	39.16	39.71
—R/kg produced	8 039	7 869	7 954
JMS			
(See Summary)			
Slimes delivered			
Tons 000's	2 078	2 149	4 227
Head grade			
gold—g/t	0.43	0.42	0.42
uranium—kg/t	0.11	0.11	0.11
sulphur—per cent	0.84	0.81	0.83
PRICE RECEIVED ON SALES			
Gold—R/kg	11 754	13 200	12 545
—$/oz	367	425	398
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	112 019	125 822	237 841
—costs	77 558	75 257	152 815
—profit	34 461	50 565	85 026
JMS profit	565	475	1 040
Net sundry income	4 594	5 756	10 350
Profit before taxation and State's share of profit	39 620	56 796	96 416
Provision for taxation and State's share of profit	2 005	19 171	21 176
Profit after taxation and State's share of profit	37 615	37 625	75 240
Deduct:			
Appropriation for capital expenditure			42 167
Dividend—interim			30 102
Retained profit for the six months			2 971
Capital expenditure			
—Total	31 943	18 194	50 137
—Erfdeel division	17 541	7 205	24 746
SHAFT SINKING—ERFDEEL DIVISION			
Main shaft			
Advance—metres	—	—	—
Depth to date—metres	55.6	55.6	55.6
Station cutting—metres	—	—	—
Ventilation shaft			
Advance—metres	280.9	31.6	312.5
Depth to date—metres	359.7	78.8	359.7
Station cutting—metres	17.5	—	17.5

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm g/t	uranium kg/t	uranium cm.kg/t
HOLDINGS DIVISION							
Basal reef							
Quarter ended March 1982	5 960	684	22.4	107.01	2 397	0.73	16.44
Quarter ended December 1981	6 467	696	24.9	112.69	2 806	0.59	14.75
Six months ended March 1982	12 427	1 300	23.8	109.92	2 616	0.65	15.54
Leader reef							
Quarter ended March 1982	3 263	1 154	138.5	3.97	550	0.16	22.64
Quarter ended December 1981	3 324	1 124	144.8	3.66	530	0.14	20.44
Six months ended March 1982	6 587	2 278	141.6	3.81	540	0.15	21.56

The development reported does not include development by Free State Geduld Mines Limited in the area under tribute to that company.

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm g/t	uranium kg/t	uranium cm.kg/t
Welkom Division							
Basal reef							
Quarter ended March 1982	2 741	332	13.0	76.62	996	1.52	19.79
Quarter ended December 1981	2 543	350	17.7	60.51	1 071	1.05	18.57
Six months ended March 1982	5 284	682	15.4	67.14	1 034	1.24	19.16
"A" reef							
Quarter ended March 1982	24	32	204.3	1.02	209	0.04	7.43
Quarter ended December 1981	96	58	168.7	1.73	291	0.04	7.24
Six months ended March 1982	120	90	181.3	1.45	262	0.04	7.31
Leader reef							
Quarter ended March 1982	1 310	498	125.9	2.58	325	0.20	25.71
Quarter ended December 1981	1 634	656	166.4	1.85	307	0.16	26.31
Six months ended March 1982	2 944	1 154	148.9	2.12	315	0.17	26.05
"B" reef							
Quarter ended March 1982	36	14	197.6	0.74	147	0.06	11.34
Quarter ended December 1981	111	50	191.1	0.32	61	0.04	8.54
Six months ended March 1982	147	64	192.5	0.42	80	0.05	9.16

During the quarter one metre was developed on the Intermediate reef (quarter ended December 1981: 77 metres). There were no sampling results.

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm g/t	uranium kg/t	uranium cm.kg/t
SAAIPLAAS DIVISION							
Basal reef							
Quarter ended March 1982	4 717	764	63.3	10.69	694	0.22	14.71
Quarter ended December 1981	5 870	995	67.0	13.66	915	0.29	19.24
Six months ended March 1982	10 587	1 760	66.4	12.33	819	0.26	17.28
Leader reef							
Quarter ended March 1982	1 400	210	105.2	5.51	580	0.20	20.67
Quarter ended December 1981	1 072	172	110.3	4.08	450	0.19	20.83
Six months ended March 1982	2 472	382	107.5	4.86	522	0.19	20.74

DIVIDEND

The interim of 210 cents a share in respect of the year ending September 30 1982 was declared on April 22 1982 payable to members registered on May 14 1982 and will be paid on June 11 1982.

CAPITAL EXPENDITURE

In view of the current low gold price, some capital expenditure has been deferred and it is now estimated to total R87 000 000 (previously R127 000 000) for the year ending September 30 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 for the Holdings, Welkom and Saaiplaas divisions totalled R14 079 000, while that of the Erfdeel division amounted to R28 136 000.

For and on behalf of the board

G. LANGTON }
G. S. YOUNG } Directors

April 23 1982

JOINT METALLURGICAL SCHEME

	Quarter ended March 1982	Quarter ended Dec. 1981	Six months ended March 1982
SUMMARY			
(i) Pyrite flotation plants			
slimes treated—tons	4 553 000	4 640 000	9 193 000
(ii) Uranium plant			
slimes treated—tons	1 495 000	1 529 000	3 024 000
concentrate treated—tons	111 000	116 000	227 000
uranium oxide produced—kg	268 082	278 659	546 741
(iii) Acid plant			
acid produced—tons	86 026	96 664	182 690
(iv) Gold plant			
calcine treated—tons	80 146	86 557	166 703
gold produced—kg	931	1 007	1 938
(v) Profit—estimated—R000's	11 109	12 784	23 893

PRESIDENT STEYN

President Steyn Gold Mining Company Limited
and its wholly-owned subsidiary, Video Mining Company Limited

ISSUED CAPITAL: 14 566 400 shares of 50 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Six months ended March 1982
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	164	171	335
Tons milled 000's	908	907	1 815
Yield—g/t	6.44	6.96	6.70
Production—kg	5 850	6 316	12 166
Cost—R/m2 mined	264.98	248.37	256.50
—R/ton milled	47.86	46.83	47.34
—R/kg produced	7 429	6 725	7 063
JMS			
(See Summary)			
Slimes delivered			
Tons 000's	2 859	2 874	5 733
Head grade			
gold—g/t	0.66	0.64	0.65
uranium—kg/t	0.10	0.09	0.10
sulphur—per cent	0.81	0.83	0.82
PRICE RECEIVED ON SALES			
Gold—R/kg	11 738	13 168	12 536
—$/oz	366	424	399
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	68 489	82 652	151 141
—costs	43 457	42 472	85 929
—profit	25 032	40 180	65 212
JMS profit	3 979	5 727	9 706
Net sundry income	4 530	4 426	8 956
Profit before taxation and State's share of profit	33 541	50 333	83 874
Provision for taxation and State's share of profit	13 880	20 292	34 172
Profit after taxation and State's share of profit	19 661	30 041	49 702
Deduct:			
Appropriation for capital expenditure			23 474
Dividend—interim			25 491
Retained profit for the six months			737
Capital expenditure	10 403	12 548	22 951
SHAFT SINKING			
No. 4 sub-vertical shaft system			
Advance—metres	—	56.6	56.6
Final depth—metres (final depth below surface—3 328 metres)	1 233.8	1 233.8	1 233.8
Station cutting—metres	—	147.5	147.5

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm g/t	uranium kg/t	uranium cm.kg/t
Basal reef							
Quarter ended March 1982	4 830	566	71.6	35.88	2 569	0.18	12.68
Quarter ended December 1981	4 897	800	59.2	23.04	1 364	0.19	11.29
Six months ended March 1982	9 727	1 366	64.3	28.97	1 863	0.18	11.87
Leader reef							
Quarter ended March 1982	1 045	584	127.5	3.15	402	0.16	20.70
Quarter ended December 1981	1 280	640	102.6	5.58	572	0.20	20.89
Six months ended March 1982	2 325	1 224	114.5	4.29	491	0.18	20.80
"A" reef							
Quarter ended March 1982	2 848	578	20.4	20.10	410	0.38	7.73
Quarter ended December 1981	3 341	670	53.1	7.57	402	0.18	9.49
Six months ended March 1982	6 189	1 248	38.0	10.68	406	0.23	8.68

The development reported does not include development by President Brand Gold Mining Company Limited in the area under tribute to that company.

DIVIDEND

The interim dividend of 175 cents a share in respect of the year ending September 30 1982 was declared on April 22 1982 payable to members registered on May 14 1982 and will be paid on or about June 11 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R15 759 000.

For and on behalf of the board

D. A. ETHEREDGE }
G. S. YOUNG } Directors

April 23 1982

PRESIDENT BRAND

President Brand Gold Mining Company Limited

ISSUED CAPITAL: 14 040 000 units of stock of 50 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Six months ended March 1982
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	146	150	296
*Tons milled 000's	860	815	1 675
Yield—g/t	7.42	7.62	7.51
Production—kg	6 377	6 208	12 585
Cost—R/m2 mined	260.15	244.00	251.97
—R/ton milled	44.17	44.91	44.53
—R/kg produced	5 956	5 896	5 926
JMS			
(See Summary)			
Slimes delivered			
Tons 000's	471	475	946
Head grade			
gold—g/t	0.87	0.88	0.88
uranium—kg/t	0.16	0.16	0.16
sulphur—per cent	0.81	0.85	0.83
PRICE RECEIVED ON SALES			
Gold—R/kg	11 760	13 203	12 624
—$/oz	368	425	401
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	76 387	82 249	158 636
—costs	37 982	36 600	74 582
—profit	38 405	45 649	84 054
JMS profit	5 537	5 436	10 973
Net sundry income	912	1 341	2 253
Dividend from Welkom Gold Mining Company Limited	3 691	—	3 691
Profit before taxation and State's share of profit	48 545	52 426	100 971
Provision for taxation and State's share of profit	21 059	25 356	46 415
Profit after taxation and State's share of profit	27 486	27 070	54 556
Deduct:			
Appropriation for capital expenditure			23 734
Dividend—interim			29 484
Retained profit for the six months			1 338
Capital expenditure:			
—Mine	11 398	7 853	19 251
—JMS	1 044	417	1 461
*Tons milled includes ore milled and treated by Free State Geduld Mines Limited at cost plus a service charge	36 000	—	36 000
SHAFT SINKING			
No. 5 shaft			
Advance—metres	237.6	304.6	542.2
Depth to date—metres	1 024.4	786.8	1 024.4
Station cutting—metres	229.7	63.3	293.0

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm.g/t	uranium kg/t	uranium cm.kg/t
Basal Reef							
Quarter ended March 1982	6 216	550	94.6	20.64	1 953	0.07	6.54
Quarter ended December 1981	7 243	344	91.9	21.33	1 960	0.09	8.01
Six months ended March 1982	13 459	894	93.5	20.92	1 956	0.08	7.10
Leader reef							
Quarter ended March 1982	2 193	690	119.5	3.97	474	0.11	13.48
Quarter ended December 1981	2 611	896	115.4	4.20	485	0.10	11.86
Six months ended March 1982	4 804	1 546	117.2	4.10	480	0.11	12.58
"A" reef							
Quarter ended March 1982	748	238	107.2	4.79	514	0.12	12.54
Quarter ended December 1981	687	344	56.7	4.85	275	0.16	9.13
Six months ended March 1982	1 435	582	77.4	4.82	373	0.14	10.53

The development reported includes development by the company in the area under tribute from President Steyn Gold Mining Company Limited.

DIVIDEND

The interim dividend of 210 cents a unit of stock in respect of the year ending September 30 1982 was declared on April 22 1982 payable to members registered on May 14 1982 and will be paid on or about June 11 1982.

CAPITAL EXPENDITURE

In view of the current low gold price, some capital expenditure has been deferred and it is now estimated to total R49 000 000 of which R5 000 000 is for the metallurgical complex (previously R56 000 000, including R5 000 000 in respect of the metallurgical complex) for the year ending September 30 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R10 867 000 of which R670 000 was in respect of the metallurgical complex.

For and on behalf of the board

D. A. ETHEREDGE }
G. S. YOUNG } Directors

April 23 1982

FREE STATE GEDULD

Free State Geduld Mines Limited

ISSUED CAPITAL: 10 440 000 shares of 50 cents each

	Quarter ended March 1982	Quarter ended Dec. 1981	Six months ended March 1982
OPERATING RESULTS			
GOLD			
Area mined—m2 000's	138	144	282
Tons milled 000's	721	735	1 456
Yield—g/t	9.01	9.20	9.11
Production—kg	6 496	6 762	13 258
Cost—R/m2 mined	328.04	286.19	306.63
—R/ton milled	62.73	56.25	59.46
—R/kg produced	6 962	6 114	6 530
JMS			
(See Summary)			
Slimes delivered			
Tons 000's	629	637	1 266
Head grade			
gold—g/t	0.52	0.47	0.49
uranium—kg/t	0.09	0.09	0.09
sulphur—per cent	1.02	1.02	1.02
PRICE RECEIVED ON SALES			
Gold—R/kg	11 727	13 257	12 707
—$/oz	367	427	405
FINANCIAL RESULTS	R000	R000	R000
Gold—revenue	81 306	91 799	173 105
—costs	45 231	41 341	86 572
—profit	36 075	50 458	86 533
JMS profit	1 028	1 146	2 174
Net sundry income	3 762	3 982	7 744
Profit before taxation and State's share of profit	40 865	55 586	96 451
Provision for taxation and State's share of profit	4 676	18 654	23 330
Profit after taxation and State's share of profit	36 189	36 932	73 121
Deduct:			
Appropriation for capital expenditure			52 295
Dividend—interim			16 704
Retained profit for the six months			4 122
Capital expenditure	29 553	22 547	52 100
Tonnage milled and treated for President Brand Gold Mining Company Limited at cost plus a service charge	36 000	—	36 000

DEVELOPMENT

	Advance metres	Sampled metres	channel width cm	gold g/t	gold cm.g/t	uranium kg/t	uranium cm.kg/t
Basal reef							
Quarter ended March 1982	14 436	1 498	37.8	27.83	1 052	0.33	12.32
Quarter ended December 1981	15 446	1 542	28.7	65.82	1 889	0.57	16.23
Six months ended March 1982	29 882	3 040	33.2	44.49	1 477	0.43	14.30
Leader reef							
Quarter ended March 1982	1 157	422	157.2	2.77	435	0.10	16.41
Quarter ended December 1981	1 442	876	167.9	2.63	442	0.10	16.67
Six months ended March 1982	2 599	1 298	164.4	2.68	440	0.10	16.53
Kimberley "B" reef							
Quarter ended March 1982	511	128	164.3	3.37	554	0.05	8.83
Quarter ended December 1981	900	82	178.5	3.73	665	0.02	4.13
Six months ended March 1982	1 411	210	169.8	3.52	597	0.04	7.00
Elsburg reef							
Quarter ended March 1982	43	6	158.0	0.22	34	0.01	2.28
Quarter ended December 1981	2	—	—	—	—	—	—
Six months ended March 1982	45	6	158.0	0.22	34	0.01	2.28

During the quarter 51 metres were developed on the Kimberley "A" reef in the Nos. 2 and 4 shaft areas. There were no sampling results.

The development reported includes development by the company in the areas under tribute from Free State Development and Investment Corporation Limited and Western Holdings Limited.

DIVIDEND

The interim dividend of 160 cents a share in respect of the year ending September 30 1982 was declared on April 22 1982 payable to members registered on May 14 1982 and will be paid on or about June 11 1982.

CAPITAL EXPENDITURE

In view of the current low gold price, some capital expenditure has been deferred and it is now estimated to total R112 000 000 (previously R127 000 000) for the year ending September 30 1982.

CAPITAL EXPENDITURE COMMITMENTS

Orders placed and outstanding on capital contracts as at March 31 1982 totalled R29 989 000.

DAMAGE TO NOS. 1 AND 4 SHAFTS

The damage to the mine's Nos. 1 and 4 shafts and the associated workings resulting from the five seismic events which occurred on April 13 1982 has now been assessed. It is estimated that sufficient repair work will have been completed by the first week in May to enable both shafts to recommence operations. The shaft sidewall at the affected sections has to be secured and the steelwork, cables and pipes repaired and realigned. Access ways to some of the higher grade workings have been damaged and repair crews are at work to re-open them. It will then take about three weeks to get the mine back to full production.

As many as possible of the production teams from the Nos. 1 and 4 shaft areas have been redeployed elsewhere on the mine. However, once Nos. 1 and 4 shafts are fully operational towards the end of May, production will be so arranged as to regain the gold production lost in the affected areas. Thus, by September 1982, despite an estimated shortfall of 70 000 tons milled, actual gold production from these high-grade shafts should be close to the original forecast for the year.

For and on behalf of the board

G. LANGTON }
G. S. YOUNG } Directors

April 23 1982

ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED

NOTES

1. DIVIDENDS
   Attention is directed to an *announcement published* in conjunction herewith, relating to the declaration on Thursday, April 22 1982, of interim dividends for the year ending September 30 1982.
2. DEVELOPMENT
   Development values represent actual results of sampling, no allowances having been made for adjustments necessary in estimating ore reserves.

The Transvaal Group's results appear on another page in this newspaper

Copies of these reports will be available on request from the offices of the Transfer Secretaries

Charter Consolidated P.L.C., PO Box 102, Charter House
Park Street, Ashford, Kent TN24 8EQ
LONDON OFFICES: 40 HOLBORN VIADUCT, EC1P 1AJ

WELKOM GOLD MINING COMPANY LIMITED

The attention of shareholders is directed to the report of Western Holdings Limited.

COMMODITIES AND AGRICULTURE

EEC farm prices talks suspended

BY LARRY KLINGER IN LUXEMBOURG

THE EUROPEAN Community's Agriculture Ministers yesterday suspended their talks on new guaranteed price rises for Europe's 8.7m farmers after considerable further progress. But again they had to accept that no final decision could be taken until there was paralled progress on the issue of Britain's EEC budget contribution.

The ministers are provisionally scheduled to meet again next Wednesday and Thursday, immediately after Tuesday's special council of Foreign Ministers convened to seek a solution to the question of limiting Britain's EEC payments.

However, there was less than universal enthusiasm for such a quick resumption of the farm price negotiations if the budget talks again end in deadlock.

Most of the Agriculture Ministers are convinced that, without the budget link, only one more meeting will be needed to tie up a farm price package. But several countries expressed fears that their broad agreement could become unravelled by meeting when a final decision was still not possible.

In the end, the decision on when to resume was left to Mr Paul de Keersmaeker, the Belgian Agriculture Minister, who is not only the current president of the Agriculture Council but will also attend the *Foreign Ministers' meeting* as Belgium's Minister for European Affairs.

Britain, which refuses to ratify any overall farm price package without a satisfactory budget deal, managed to escape being labelled the villain of the price as several disagreements remain between other countries over aspects of the agriculture proposals.

It was clear, however, that Britain is prepared to scale down significantly its opposition to what almost certainly will be a record farm price award of around 11 per cent and to proposals for special aid measures for small farmers in the controversial dairy sector. Dairy farms produce a 20 per cent surplus over EEC consumption, but account for a third of Community spending on maintaining guaranteed prices.

Britain is still likely to query the European Commission's method of calculating the cost of its compromise package, which proposes a *general farm* price increase of 10.5 per cent *at a projected* 1982 budgetary cost of arouund £377m.

Mr Alick Buchanan-Smith, the British Minister of State for Agriculture, said that the Commission's *cost projections were* being studied and that Britain already had some reservations.

On the other hand, Mr Buchanan-Smith's remark made clear that although resigned to a record overall price award, *Britain was still seeking* the "utmost restraint" on prices. He refrained from criticising the level of the current compromise. Britain had originally called *the Commission's initial* 9 per cent proposal inordinately high.

Referring to the overall state of the talks Mr Buchanan-Smith said: "All the ingredients of a solution are there."

A significant sign of the broad measure of agreement which has been reached was that none of the ministers quarrelled with Mr de Keersmaeker's summary of the position.

Mr de Keersmaeker said that five main issues remained outstanding. Whereas only a fortnight ago concrete proposals *could not even have been made* in some areas, all were now in sight of resolution.

The most contentious issues were the new financial arrangements for wine-growers and Mediterranean producers of *fruit, vegetables and olive oil* as well as the question of special aid for countries with high inflation, particularly Greece.

The difficulties in these areas were considerable, Mr de Keersmaeker said, *but their* solution had reached an advanced stage.

Trade sales hit cocoa market

By Our Commodities Staff

SIGNS OF further producer selling depressed cocoa values on the London futures market again yesterday and the May position ended the day £20.50 down at £919.50 a tonne—the lowest level since June last year.

Dealers said a thin market was featured by *trade selling* which they thought might represent hedging against new producer sales. No details could be confirmed, they said, but it was *suggested weakness* of the French franc in the morning may have encouraged sales from ex-French West African colonies such as the *Ivory Coast and the Cameroons.* There was also talks of Nigerian selling.

Overnight speculative selling in New York was followed *through on the London market,* traders added. They saw a little industrial offtake, but not nearly enough to reverse the depressed market tone.

The main influence on this remained disappointment at the failure of the International Cocoa Organisation to adopt effective market support measures. It was heightened by lack of news on a $75m dollar loan from a group of Brazilian banks

Grain export subsidies attacked

BY NANCY DUNNE IN WASHINGTON

EEC export credit subsidies are coming under continued criticism at the meeting of the grain exporting nations in Ottawa yesterday with world wheat stocks at their highest levels in three years and demand depressed by recession.

The U.S. delegation, led by Mr Seeley G. Lodwick, Under-Secretary of Agriculture, is complaining that other countries have taken advantage of U.S. policies to reduce grain supplies. *The U.S. is pushing for joint* action by other producers—Canada, Australia, Argentina and the EEC.

U.S. officials want the EEC to *hold larger grain stocks off* the market and they say that the proposed increase in European price support will only stimulate more surplus production.

The EEC *is also expected to* come under severe criticism from other countries for its export credit subsidies policies.

"I hope we are not on the verge of a *credit war,*" Mr Lodwick said on leaving Washington. "But the United States is very firm on its desire to export agriculture products and to meet the competition."

Mr Lodwick said the U.S. was under "mounting pressure" to institute subsidies or Government-backed credit to counter EEC export subsidies. But the threat of government subsidies, voiced by several American officials over the past two weeks, is regarded as "sabre rattling" by U.S. farm organisations.

Under serious consideration is the imposition of duties or quotas on French wine and cheese, according to Mr Ken Stephens, director of trade services at the U.S. Feed Grains Council. "There is a lot of tough talk about export credit subsidies, but our first consideration *is to get money in* to the revolving fund to finance some export loans," said Miss Margie Williams, of the National Association of Wheat Growers.

While the Reagan Administration is seen as unlikely to find the money for export credit subsidies, officials at the U.S. Department of Agriculture *are circulating working papers* on proposed subsidies for various commodities.

Under the farm legislation passed last year, the Secretary of Agriculture was required to develop a special stand-by export subsidy programme "to neutralise the effects of subsidy programmes instituted by *foreign countries.*"

The programme would be the responsibility of the Commodity Credit Corp., which was short of funds earlier this year. It *could be initiated only after* the President failed to reach a mutually acceptable legal resolution of the issue.

Indian shortfall forecast

BY D. P. KUMAR IN NEW DELHI

INDIAN GRAIN output in 1981-1982 (April 1981 to March 1982) *is likely to fall short of* target by about 4m tonnes. It is expected to be a little over 134m tonnes against a target of 138m tonnes, according to *Mr S. P. Mukherjee, the* Agriculture Secretary.

Mr Mukherjee said that if India failed to achieve a grain output of 154m tonnes by 1984-1985, susbtantial foreign exchange would have to be spent on importing food

India would have to produce an additional 6.6m tonnes of grain every year, and special *emphasis would have to be laid* on dryland farming. However, he held that there was tremendous scope for increasing food production, and even trebling *or quadrupling it by making use* of technology.

Mr Mukherjee said in his address to agricultural officers, production of pulses this year *would be about 12.5m tonnes* and measures were being taken to achieve a target of 13.5m tonnes in 1982-83.

Copper rise after strike in Peru

By John Edwards, Commodities Editor

COPPER PRICES rose on the London Metal Exchange yesterday following news that Southern Peru Copper is to cut deliveries of copper blister and cathodes because of a shut-down of its Ilo smelter by a strike.

Production at Southern Peru's smelter and its 110,000 *tonnes* a year Toquepala mine has been halted by a strike by 3,400 workers demanding higher pay and the reinstatement of dismissed colleagues. The cutback in *deliveries will initially* apply only on orders for up to 2,000 tonnes of cathodes, but is expected to be extended if the strike continues.

The cash price of higher-grade copper closed £5.25 higher at *£864.75 a tonne. In contrast,* other metal values were generally easier. Cash tin lost £52.5 to £7,095 a tonne in spite of support buying, believed to be *on behalf of the International* Tin Council buffer stock. The Council's London talks were adjourned again yesterday with no decision reached on *producers' demands for imposition* of export controls. West Germany and the UK are said to be still opposed to export curbs.

On the London gold futures *market, turnover was 1,166 lots* of 100 troy ounces each, with trading activity subdued by lack of fresh developments in the Middle East or Falklands *Islands crisis.*

Slight drop in milk sales

By Our Commodities Staff

THE RATE of decline in liquid milk consumption in England and Wales continued at a low level last month. Figures published yesterday by the Milk Marketing Board show that sales of milk off farms for liquid consumption in March fell only 0.7 per cent compared *with the* same month last year. This followed declines of 0.4 per cent in January and 1 per cent in February.

It had been feared that January's 1½p a pint price rise might result in a sharpening fall in milk sales as it did last year when a similar increase was followed by *sales cuts of* 2.8 per cent in January, 2.5 per cent in February and 1.6 per cent in March.

It has been suggested that the *relative strength of demand this* year reflects the impact of the "Gotta Lotta Bottle" advertising campaign.

FARMER'S VIEWPOINT

Pleasing the housewife

WE FARMERS are repeatedly told we should produce what *the housewife wants.* But it is not easy.

I have *no fruit or vegetables* on the farm and, therefore, no opportunity of providing pick-your-own facilities. So I have no direct means of knowing just what the housewife needs in the food I produce for sale.

In fact, I have seldom come fact to face with one. My lone *effort of entertaining a town* family on the farm was in the end counter-productive. I showed them my pig unit from birth to pork and extolled the virtues *of long lean carcases.* A month later I met the mother of the family who tight-lipped told me that her family was split by one daughter having embraced vegetarianism from the moment of the realisation *about the natural end of farm* animals. "Have you ever, Mr Charrington," shae asked, "had to cook separate meals." So much for the possibility of *mutual education.*

But I am made aware of what those who supply the housewife think she needs. They lay down the type and quality of the carcases *they wish to buy* and attempt to compel farmers by price differentiation to produce the ideal animals. In this they have been very successful. The *proportion of pigs and sheep* which reach the highest grading standards has risen quite substantially over the years, particularly with pigs.

Not that the buyers are ever satisfied. They are always pressing for another milimetre off a pigs' back *fat for the top* grade; for less fat cover on a lamb, and so on. As the buyers have the money they are in the drivers' seat. But many farmers think they don't get a *fair deal* when selling by grade and deadweight directly to a slaughterhouse. There is something very final about carcase grading.

This feeling of being unfairly treated accounts in part for the *resurgence of selling by farmers* through the livestock auctions. Auctions had been losing their popularity and are comparatively expensive in auctioneers' commission, etc. But grading standards are lax or non-existent, and payment is prompt, which is more than can be said for some wholesalers.

It is naturally upsetting if a farmer goes to a livestock market, and sees the *man* he had sold his lambs to, subject to grade, buying freely ungraded stock on offer at prices often higher than those at which he sold. *They can also make less* money, but human nature being what it is, only the worst facts of the case are remembered.

The problem, with selling by grade and deadweight, is that animals are living things. In *spite of some very effective* breeding programmes each develops in a different way. Just as with humans, a number will be good livers and get too fat *on the same feed while others* will remain lean and hungry to the end.

In a perfect world, of course, farmers should be able to determine *the grade of an animal* while still alive and only send the top grade to the market, but he would then be left with the rest. It is not practical to thin down an over-fat animal. The only thing to do is to sell through the livestock auctions which could well mean that the carcases will end up next to its super-graded brothers.

That this happens very frequently is because in the last resort the buyers — the suppliers of supermarkets and so on — are subject to the laws of supply and demand. If they cannot find enough of the top *grade, they have to buy the next* on offer even if it costs more money than they have had to pay direct for top quality meat. It is also a fact that in the end the prices paid by the wholesalers on grade and deadweight are affected by many different influences. It is impossible in fact to control the British market because it is a terminal one.

Countries supplying the British market don't suffer from the same problems. The Danes' development of the bacon market is held up as an example to be followed, as is that of the New Zealanders with lambs and the Dutch and others with horticulture.

The Danes grade their pigs *for export most strictly and the* poorer grades passing are either sold on the home market or exported elsewhere in the shape of other products. The farmers in Denmark do suffer, therefore, if their stock fails to make the *grade as do all other supplier* farmers who share an export bottleneck. This discipline has been going on so long that farmers can't remember any*thing else.*

But it would be almost im*possible to make the same* system work here. Just think of the outcry if it were found that we were turning vegetables into compost or rendering per*fectly good pigs down to ferti*liser as a means to maintain good marketing standards. Nor is it sensible to expect the buyers to commit themselves far in advance to paying a certain price for a certain grade.

I have always taken a pragmatic line. Years ago, I was contacted by a wholesaler who wanted some out-of-season lambs. I had none but I had some old Welsh ewes in quite good order which weighed about the same as lambs. I offered *him these* at the lamb price which as he had no alternative he had to pay. Ensuring that *the buyer has no alternative is,* I think, the ideal marketing strategy.

John Cherrington

Anxiety over Danish pigmeat imports

BY OUR COMMODITIES STAFF

BRITISH PIG producers are worried that Danish pigmeat, banned from the U.S. and *Japanese markets because of* the current foot-and-mouth disease outbreak, could flood onto the UK market with disastrous effects on their incomes.

Mr Jim Blanchard, chairman of the National Farmers' Union pigs committee, is leading a delegation to Brussels to ask the EEC Commission to take the *surplus supplies off the market.* He said before leaving that the cost would be small compared with the losses reduced British bacon prices would cause

John Cherrington writes:— The NFU move is obviously a *precautionary measure.* There is as yet no evidence of increased imports of Danish bacon or pork into the UK as a direct result of the outbreak. But, the *statistics are usually delayed.* There is no evidence at all that gradual increase in Danish bacon imports over the last four months.

The Danes did cut their bacon price by £80 per tonne last week and are I am told discounting heavily, which is a new departure for them. The whole UK bacon industry is very worried. There si no evidence atall that Danish pork exports to the UK are increasing. They run at about 40,000 tonnes a year and are a small proportion of the 700,000 tonnes total UK market *for fresh pork.* If the Danes are trying to get rid of the fresh for fresh pork. If the Danes are trying to get rid of the fresh pork exports stopped by the *Japanese who took* 80,000 tonnes last year, there is a possibility that there could be turned to bacon.

BRITISH COMMODITY MARKETS

BASE METALS

COPPER PRICES MOVED AHEAD on the London Metal Exchange following the force majeure declaration by Southern Peru. Aiding the upward trend was increasing concern over the Falkland Islands and the Middle East as the weekend approaches. Three months copper rose to close at the day's high of £895. Lead was finally £335.5, with U.S. selling in evidence in the afternoon, while zinc closed at £425.5, after £429. Tin dipped to close at £7,315 *despite further support buying by the* buffer stock manager. Aluminium ended the day at £578.25 and nickel at £3,107.5

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
HighGr'de				
Cash..	863-.5	+6.25	864.5-5	+5.25
3 mths	892.5 3	7	894-.5	+5
Settlem't	863.5	+6	...	.....
Cathodes				
Cash..	857.5 8.5	+6.5	860 .5	+6.25
3 months	887-.5	+6	869-.5	+6.25
Settlem't	858.5	+6.5		.....
U.S. Prod.	—	—	*74 3	.....

Amalgamated Metal Trading reported that in the morning cash higher grade *traded at* £863, three months £893, 92.5, 93, 92, 92.5, 93. Cathodes: Cash £858, three months £887.5. Kerb: Higher Grade: Three months £892.5, 93, 92.5. Afternoon: Higher Grade: Three months £892.5, 92, 94, 94.5. Kerb: Higher Grade: Three months £894.5, 95, 94.5. Turnover, 17,575 tonnes.

Tin—Morning: Standard: Cash £7,120, 10, three months £7,370, 65, 60, 45, 50, 45. *Kerb: Standard:* Three months £7,345, 50. Afternoon: Standard: Three months £7,335, 20, 30, 25. Kerb: *Standard Three months* £7,310, 05, 7,300, 10. Turnover, 1,470 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —†
High Grade	£	£	£	£
Cash..	7110-5	—31	7090-100	—52.5
3 months	7350-60	—25	7320-5	—57.5
Settlem't	7115	—29	—	.....
Standard				
Cash..	7110 5	—31	7090-100	—52.5
3 months	7340 5	—30.5	7320-5	—50
Settlem't	7115	—29	—	.....
Straits E.	$29.41	+0.03		.....
NewYork	—			

Lead—Morning: Three months £338, 37.5, 37, 37.5, 37.25, 37.5. *Kerb: Three* months £337.5. Afternoon: Cash £324, 23.75, 23.5; three months £337, 36.5, 36, 36.25. Kerb: Three months £336, 35, 35.5. Turnover: 9,525 tonnes.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash..	324-.5	+5	323.5-.75	—2.87
3 months	337-.5	+4	336.25-.5	—3.57
Settlem't	324.5	+5	—	.....
U.S. Spot	—	.....	*26-30	.....

Zinc—Morning: Cash £426.5; three months £427, 27.5, 28, 27.5, 27. Kerb: Three months £427, 27.5, 28, 28.5, 28. Afternoon: Three months £425.5, 24.5, 25. Kerb: Three months £424.5, 25, 25.5. Turnover, 12,550 tonnes

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash..	426-.5	+5.75	421.5-2.5	—1.5
3 months	427-.5	+5.5	424.5-5	+.5
S'ment..	426.5	+5.5	—	.....
Primw'ts	—	.....	*35	.....

Aluminium—Morning: Three months £582, 81. Kerb: Three months £582, 81.5, 81, 80, 79.5, 80. *Afternoon:* Three months £580, 79, 78.5, 78, 77, 77.5, 78. Kerb: Three months £578, 78.5, 79, 78.5. Turnover: 32,175 tonnes.

Aluminm	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Spot	558.5-9.5	—2.75	555-.5	—5.25
3 months	561-.5	—2	577.5-8	—5.5

Nickel — Morning: Three months £3,105, 3,100, 3,090. *Afternoon:* Three months £3,090, 95, 3,100. Kerb: Three months £3,105. Turnover: 648 tonnes.

NICKEL	a.m. Official	+ or —	p.m. Unofficial	+ or —†
Spot	3030-40	—7.5	3040-5	+20
3 months	3085-90	—17.5	3095-100	+15

* Cents per pound. ‡ M$ per kilo. † On previous official close.

SILVER

Silver was fixed 1.85p an ounce lower for spot delivery in the London bullion market yesterday at 404.70p. U.S. *cent equivalents of the fixing* levels were: spot 716c, down 2.2c; three-month 744.2c, down 2.9c; six-month 771c, down 3.8c; and 12-month 823c, down 4.7c. The metal opened at 403-406p (716-720c) and closed at 402-403p (715-718c).

LME—Turnover 76 (55) lots of 10,000 oz. Morning: cash 405.5; three months 419.0, 18.5, 19.0, 20.0. Kerb: *three months* 419.7, 19.5, 19.0, 18.5. Afternoon: three months 417.0, 17.5. Kerb: three months 416.50, 17.0.

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or —
Spot	404.70p	—1.85	403.5p	—1
3 months	417.70p	—2.55	417.15p	—1.1
6 months	431.70p	—2.90	—	.....
12months	458.90p	—3.30	—	.....

COCOA

Further trade and commission house selling caused futures to decline and trade at new 10 month lows. Actuals business reflected inter-dealer interest for resale—cocoa, while manufacturers continued to price-fix on a scale-down basis, reports Gill and Duffus.

COCOA	Yes'rday's Close	+ or —	Business Done
April	876-906	—26.5	—
May	919-20	—20.5	935-13
July	954-55	—22.5	972-52
Sept	986-87	—20.0	1002-85
Dec	1032-34	—13.0	1043-30
March	1066-67	—9.5	1073-65
May	1085-88	—10.0	1190-85
July	1099-104	—11.5	1110-00

Sales: 2,498 (1,873) lots of 100 tonnes.

ICCO—Daily price fob April 22: 76.86 (78.09). Indicator price for April 23: 78.13 (78.30).

COTTON

LIVERPOOL—Spot and shipment sales amounted to 190 tonnes. Buyers *continued their contrasting policies* in securing supplies, but the turnover was reasonably well maintained. *Operations centred on African* qualities, with scattered interest in specialist types grown in the Near and Far East.

COFFEE

A firm New York close inspired *early gains* but a lack of follow-through support prompted dealer selling in light volume, reports Drexel Burnham Lambert.

COFFEE	Yesterday's Close	+ or —	Business Done
	£ per tonne		
May	1209-10	—4.5	1228-02
July	1136-38	+2.5	1146 28
Sept.	1098-99	—3.0	1113-89
Nov	1083-85	—6.0	1098-79
January	1079-82	—3.5	1082-77
March	1073-75	—6.5	1075-70
May	1060-70	—7.5	—

Sales: 2,728 (2,976) lots of 5 tonnes

ICO Indicator prices for April 21 (U.S. cents per pound): Comp. daily 1979 122.32 (120.51); 15-day average 124.18 (124.15).

GAS OIL FUTURES

The market opened stronger in reaction to the bullish crude news, firm physicals and continuing unrest in the Middle East, and rallied to the highest levels since mid-January, reports Premier Man.

Month	Yest'day's close	+ or —	Business Done
	$ U.S. per tonne		
April	284.75	+5.75	288.00-86.00
May	289.50	+9.75	292.00-82.00
June	286.50	+9.00	289.00-81.00
July	285.25	+8.25	288.00-81.00
August	284.00	+6.00	288.00-82.00
Sept.	287.00	+7.00	290.00-87.00
Oct.	287.50	+4.00	293.00-87.00
Nov.	293.50	+6.50	—
Dec	296.00	—4.75	—

Turnover: 5,115 (2,394) lots of 100 tonnes.

GRAINS

Shipper and consumer buying firmed *old crops* before they eased. There was again good switch and sell traded volume. Hedge-selling and profit-taking eased new crops slightly, Acli reports.

	WHEAT		BARLEY	
Mnth	Yesterd'ys close	+ or —	Yest'rd'ys close	+ or —
May..	119.00	+0.25	111.85	+0.10
July..	122.95	+0.30	—	—
Sept.	107.75	—0.10	103.40	—0.10
Nov..	111.60	—0.10	107.25	—0.10
Jan..	*115.60*	*—0.05*	*111.30*	*—0.05*
Mar..	119.15	—0.10	114.70	—0.10

Business done—Wheat: May 119.25-*118.75, June 123.20-122.65, Sept 107.75* only. Nov 111.60-11.50, Jan 115.60-115.50, March 119.15 only. Sales: 247 *lots of 100 tonnes. Barley: May 112.00-*111.80, Sept 103.40 only, Nov 107.30-107.20, Jan 111.25 only, March 114.70 *only. Sales: 145 lots of 100 tonnes.*

HGCA — Locational ex-farm spot prices. Feed barley: S East 109.90, *S West 110.90, W Mids 111.60, N West* 112.20. The UK Monetary Coefficient for the week beginning Monday April *26 will remain unchanged.*

LONDON GRAINS—Wheat: U.S. Dark Northern Spring No. 1 14 per cent *second half May/first half June 116,* June 115.25, July 115 transhipment East Coast. English Feed fob: April 120, *May 122.50 East Coast. Maize:* French, second half April 135.50 transhipment East Coast. S. African White/Yellow, *May/June 93.50 Barley:* English Feed fob. May 118, May/June 117 East Coast, July 118 Gunness. Rest unquoted.

WOOL FUTURES

BRADFORD—Only minor changes *have been made recently* in top quotations with one or two finer merinos dearer and some coarser *crossbreds cheaper* reflecting changes in wool auction values.

SYDNEY GREASY WOOL—Close (in *order:* buyer, seller, business). Australian cents per kg. May 556.0, 562.0, 562.0-557.0; July 535.0, 558.0, 557.0-555.0; Oct 523.0, 524.0, 526.0-523.5; Dec 524.0, 525.0, 527.0-524.0; March 527.0, 529.0, untraded; May 534.0, 535.0, 534.0; July 539.0, 541.5, 542.0-540.0; Oct 538.0, 543.0, untraded. Sales: 99.

LONDON NEW ZEALAND CROSSBREDS—Close (in order: buyer, seller, business). New Zealand cents per kg. May 386, 391, 388; Aug 405, 408, 408; Oct 409, 412, 409; Dec 411, 413, 412-411; Jan 411, 414, 411-410; March 416, 419, 418-416; May 427, 430, 427; Aug 436, 438, 438-437; Oct 440, 442, 441. Sales: 54.

RUBBER

The London physical market opened slightly easier, attracted little interest through the day and closed dull. Lewis and Peat recorded a May fob price for No. 1 RSS in Kuala Lumpur of 207.0 (209.0) cents a kg and SMR 20 179.5 (181.5).

No. 1 R.S.S.	Yest'r'ys close	Previous close	Business Done
May	55.40-56.60	57.10-57.40	56.50
June	57.30-58.00	58.10-58.40	—
Jly-Sept	58.60-58.70	59.20-59.40	59.50-58.70
Oct-Dec	60.70-60.80	61.20-61.30	61.70-60.50
Jan-Mar	62.10-62.20	62.50-62.90	62.60-62.50
Apl-Jne	63.70-63.90	64.00-64.10	64.10
Jly-Sept	65.20-65.40	65.50-65.80	—
Oct-Dec	66.30-66.50	67.20-67.30	66.70
J'n-Mch	68.20-68.40	68.80-68.40	68.60

Sales: 238 (278) lots of 15 tonnes, 1 (12) lots of 5 tonnes.

Physical closing prices (buyers) were: Spot 56.00p (56.50p), May 53.50p (54.00p); June 54.25p (54.75p).

SOYABEAN MEAL

The market opened with small losses *in dull conditions ahead of stock* figures, reports T. G. Roddick. Prices remained defensive with overhead trade *selling.*

	Yesterdys Close	+ or —	Business Done
	£ per tonne		
June	*135.50-36.8*	*—0.80*	*136.30-36.00*
August	135.50-35.8	—0.95	136.20-36.00
October	136.70-36.8	—0.65	137.20
Dec	139.60-40.2	—0.70	140.70-40.30
Feb	142.50-43.5	—0.10	—
April	143.00-45.5	—	—

Sales: 65 (404) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE—Raw sugar £129.00 (£126.00) a tonne cif April-May-June shipment. White sugar daily price £157.00 (£155.00).

A *snap tender by Tunisia for* 50,000 tons whites and raws lifted prices. Heavier offerings at the highs reversed the trend which exposed a lack of fresh buying on the decline, and May and August closed at life-of-contract lows, reports C. Czarnikow.

No. 4 Con-tract	Yesterday close	Previous close	Business done
	£ per tonne		
May	128.50-28.65	128.00-28.15	130.25-24.00
Aug	131.60-31.70	135.10-35.20	137.75-31.40
Oct	137.50-37.70	140.75-40.80	143.70-37.20
Jan	140.50-42.90	142.00-44.00	—
March	147.50-48.00	151.25-51.40	154.00-47.75
May	150.75-51.00	154.00-54.25	154.25-52.25
Aug	154.50-56.50	161.00-62.00	161.50-51.00

Sales: 6,229 (6,263) lots of 50 tonnes.

Tate and Lyle delivery price for granulated basis white sugar was £374.00 (same) a tonne fob for home trade and £236.00 (£233.00) for export.

International Sugar Agreement (U.S. cents per pound) fob and stowed Caribbean ports. Prices for April 21: Daily price 8.97 (8.77); 15-day average 10.02 (10.15).

VEGETABLE OILS

SOYABEAN OIL—The market opened slightly easier on trade selling before rallying on speculative buying. Lack of follow-through and quiet cash markets saw prices drift to opening levels. Closing prices and business done (U.S. $ per tonn): June 490.00-90.50, 491.00-490.50; Aug 491.00-91.50, 492.50-90.50; Oct 495.00-95.50, 496.50-95.00; Dec 500.50-01.00, 502.00-00.00; Feb 506.50-08.5, untraded; April 512.50-14.50, 513.50-13.50.

POTATOES

LONDON POTATO FUTURES—The market recovered much of its previous losses in quiet trade, but eased off the highs towards the close, reports Coley and Harper. Closing prices: Nov 66.10, +1.30 (high 67.20, low 65.50); Feb 77.00, +2.00 (high 77.00, low 76.00); April 87.90, +1.60 (high 88.80, low 87.90); May 98.20, +1.50 (high 99.50, low 97.90). Turnover: 280 (257) lots of 40 tonnes.

MEAT/VEGETABLES

MEAT COMMISSION—Average Fatstock prices at representative markets. GB—Cattle 100.23p per kg lw (−2.17). UK—Sheep 222.64p per kg est dcw (−15.55). GB—Pigs 73.02p per kg lw (−3.84).

SMITHFIELD—Pence per pound. Beef: Scotch killed sides 83.0 to 87.0. Veal: Dutch hinds and ends 123.5 to 128.0. Lamb: English small (New Season) 100.0 to 113.0, medium 112.0 to 112.0, heavy 108.0 to 108.0; Imported—New Zealand PL 63.0 to 65.0, PM 63.0 to 65.0. Hoggets: English 95.0 to 98.0. Pork: English, under 100 lb 44.0 to *53.0, 100-120 lb 46.0 to 54.0, 120-160 lb* 41.0 to 53.0.

COVENT GARDEN—Prices for the bulk *of produce, in sterling per package* except where otherwise stated: Imported Produce: Oranges—Spania: 15-kg Navels 42/130 4.60-5.50; Cyprus: 15-kg Valencia Letes 3.80-4.60; Jaffa: 20-kg Shamouti 50 5.50, 60 5.70, 75 5.60, 88 5.60, 105 5.45, 123 5.20, 144 5.20, 168 5.15; Moroccan: 16-kg Valencia Lates 48/113 3.50-5.00. Topaz: Jaffa: 53/90 5.25-6.00. Lemons—Cyprus: *10-kg 4.00-4.80; Spania: trays 5-kg 40/*50 1.20-1.50; Jaffa: 16-kg 90/105 4.50-5.00; U.S.: 17-kg 5.00-6.00; Outspan: 15½-kg 80/120 4.50-5.50; *Italian:* 100/120 3.50-4.00. Grapefruit—U.S.: 16/17-kg Texas Ruby 5.00-6.00, Florida Ruby 7.50-8.00; Cyprus: small cartons 17-kg 3.20-3.60; Jaffa: 20-kg 27 4.25, 32 4.45, 36 4.45, 40 4.65, 48 4.95, 56 4.95, 64 4.75, 75 4.50, 88 4.00. Ugli Fruit—*Jamaican:* 14/56 5.00-10.00. Ortaniques—Jamaican: 46/126 5.00-6.50. Apples—French: Golden Delicious 9-kg 3.40-4.20, 18-kg 6.50-8.40; *New Zealand:* 18-kg Cox's Orange Pippins 12.50-14.00, Golden Delicious 9.00; Chilean: 18-kg Granny Smith 11.00-12.20, Starking 10.00-11.00; S. African: 18-kg Golden Delicious 10.00-11.00, Starking 11.00-11.50; U.S.: 18-kg Red Delicious 9.00-13.50; French: Starkcrimson 10.00-11.00. Pears—Chilean: 18-kg Packham's Triumph 11.00-11.50; S. African: 15-kg *Packham's Triumph 8.50-10.00, Comice* trays 3½-kg 3.50-3.80, Beurre Bosc 34-lb 8.30-9.00; Italian: Per pound Passacrassane 0.16-0.18; *Dutch: 12-kg Conference* 7.80; Australian: 28-lb Williams' Bon Chretien 8.00-8.50. Grapes—S. African: Waltham Cross 5.60, Barlinka 5.30-5.40, Golden Hill 7.00, New Cross 6.50; Chilean: 5-kg Thompson 6.30-6.50, Ribier 7.70. Strawberries—Spanish: 8-oz 0.25-0.35; Italian: 8-oz 0.25-0.35; U.S.: 12-oz 1.10. Melons—Senegal: Charentais 7/12 12.00; Chilean: 15-kg White 5.00-6.00, Green 8.00;

English Produce: Potatoes—Per 56-lb, White 3.80-4.50, Red 4.20-5.00, King Edwards 4.30-5.00. Mushrooms—Per pound, open 0.50-0.60, closed 0.80-0.80. Apples—Per pound, Bramley 0.20-0.30, Idared 0.18-0.23. Pears—Per pound Conference 0.16-0.20. Lettuce—Per 12, round 0.80-1.30, Cos 10's 2.50. Onions—Per 55-lb 40/80 mm 2.50-3.30. Carrots—Per 25/28-lb 2.00-2.60. Beetroots—Per 28-lb, round 1.00-1.20, long 1.20.

★

HIDES—Manchester: the market was mostly slightly weaker. Second clears. Ox: 31-35.5 kg, 62.5p a kg *withdrawn* (65.0p a kg); 26-30.5 kg, 69.0p a kg withdrawn (71.0p a kg); 22-25.5 kg, (81.7p a *kg*). Light cows: 25.5 kg, 71.5p a kg withdrawn (72.0p a kg).

★

GRIMSBY FISH — Supply good, demand good. Prices at ship's side (unprocessed) per stone: Shelf cod £4.00-£5.00, codlings £3.50-£4.50; large haddock £4.50-£5.20, medium £3.00-£4.30, small £1.80-£2.40; large plaice £4.60, medium £4.00-£4.20, best small £3.60-£4.90; skinned dogfish (large) £9.00, (medium) £4.00-£5.00; lemon sole (large) £8.00, (medium) £8.00; rockfish £2.60-£3.10; saithe £1.70-£2.00.

INDICES			
FINANCIAL TIMES			
April 21	April 20	Month ago	Year ago
245.15	244.61	246.34	262.19

(Base: July 1, 1952=100).

MOODY'S			
April 21	April 20	Month ago	Year ago
997.5	995.7	999.2	1117.8

(December 31, 1931=100)

DOW JONES

Dow Jones	April 21	April 20	Month ago	Year ago
Spot	131.66	128.57	125.49	—
Futr's	130.16	129.86	130.01	—

(Base: December 31 1974=100)

REUTERS

April 22	April 21	M'nth ago	Year ago
1601.6	1598.2	1592.4	1697.0

(Base: September 18, 1931=100)

PRICE CHANGES

In tonnes unless otherwise stated.

	Apr. 22 1982	+ or —	Month ago
Metals			
Aluminium	£810/815	.....	£810/815
Free Mkt.	$985/1015	.....	$990/1020
Copper			
Cash h grade	£864.75	+5.25	£834.5
3 mths	£894.25	+5	£862.25
Cash Cathode	£860.25	+6.25	£832
3 mths	£889.25	+6.25	£858.75
Gold troy oz	$344.25	+0.75	$327
Lead Cash	£323.625	—2.875	£334
3 mths	£336.375	—3.375	£343.25
Nickel	£3926	.....	£3824
Free mkt.	245/275c	.....	260/280c
Platin'mtr oz'y	£260	.....	£260
Freemkt.	£186.15	—1	£175.05
Quicksilvert	$370/380	.....	$390/400
Silver troy oz.	404.70p	—1.85	391.90p
3 mths	417.70p	—2.35	404.40p
Tin Cash	£7095	—52.5	£7090
3 mths	£7322.5	—50	£7302.5
Tungsten22.0lb	$114.39	.....	$124.86
Wolfrm 22.4lbs	$102/107	.....	$108/112
Zinc Cash	£422	—1.5	£424.5
3 mths	£424.75	+0.5	£429.25
Producers	$850/900	.....	$850/900
Oils			
Coconut (Phil)	$515w	.....	$482.5
Groundnut	‡	.....	‡
Linseed Crude	‡	.....	‡
Palm Malayan	$507.5v	+2.5	$505
Seeds			
Copra Ph lip	$335y	+5	$330
Soyabean (U.S.)	$271	—0.25	$268
Grains			
BarleyFut. Sep	£103.40	—0.10	£102.60
Maize	£135.50	.....	‡
Wheat Fut.July	£122.95	+0.30	£119.40
No.2HardWint	‡	.....	‡
Other commodities			
Cocoa ship't*	£975	—22	£1074
Future May	£919.5	—20.5	£1026.5
Coffee Ft' July	£1137	+2.5	£1168.5
Cotton A.Index	71.30c	+0.05	70.65c
Gas Oil May	$289.5	+9.75	$259.75
Rubber (kilo)	56p	—0.5	55.25p
Sugar (Raw)	£129yv	+3	£150
Woolt'ps 64s kl.	401p kilo	.....	382pkilo

‡ Unquoted. x May. v June. y April-May. u May-June. † Per 76-lb flask. * Ghana cocoa. n Nominal. § Seller.

EUROPEAN MARKETS

ROTTERDAM, April 22.

Wheat — (U.S. $ per tonne): U.S. No. 2 Dark Hard Winter, 13.5 per cent: April 206, May 202, June 201. U.S. No. 2 Red Winter: April 170, May 170. U.S. No. 3 Amber Durum, April/May 182, May 182, June 182, July 182, Aug 166. U.S. No. 2 Northern Spring, 14 per cent, May 188.50, June 187, July 186.50, Aug 187, Sept 188. Canadian Western Red Spring: April/May 10 201, May 201.

Maize — (U.S. $ per tonne): U.S. No. 3, Yellow: Afloat cif Ghent 139, April 137.25, May 134.50, June 135, July/Sept 135, Oct/Dec 135.50, Jan/March 145 sellers.

Soyabeans—(U.S. $ per tonne). U.S. No. 2 Yellow, Gulfports: April 265, May 264, June 265.25, July 266.25, Aug 267.75, Sept 268.25, Oct 266.25, Nov 265.25, Dec 269.25, Jan 274.25, Feb 278, March 282 sellers.

Soyameal — (U.S. $ per tonne), 44 per cent protein: April 230.50, May 229 traded; afloat 233 to 234 (depending on position), April 231, May 230, April/Sept 231, May/Sept 231, Nov/March 242.50 sellers. Brazil Pellets: Afloat 252 to 250, April 242, May 241, May/Sept 242, Nov/March 233 sellers.

PARIS, April 22.

Cocoa (FFr per 100 kilos): May 1005/1018, July 1060/1070, Sept 1112/1120, Dec 1161/1168, March 1210/1220, May 1220/1230, July 1230/1240. Sales at call: nil.

Sugar—(FFr per tonne): July 1675/1690, Aug 1675/1680, Oct 1630/1635, Nov 1630/1640, Dec 1674/1680, March 1735/1740, May 1770/1780, July 1815/1825. Sales at call: 3.

GOLD MARKETS

Gold rose $¾ to $343¾-344¼ in quiet London bullion trading. It opened at $344-345, and touched a peak of $345½-346. The metal fell to a low of $343-343¾, and was fixed at $344.75 in the morning, and $345.00 in the afternoon.

In Paris the 12½ kilo gold bar was fixed at FFr 69,000 per kilo ($343.04 per ounce) in the afternoon, compared with FFr 69,000 ($342.96) in the afternoon, and *FFr 69,490 ($346.09) Wednesday* afternoon.

In Frankfurt the 12½ kilo bar was fixed at DM 26,670 per kilo ($345.98 per ounce), against DM 26,770 ($347.97) previously, and closed at $344-345, compared with $346½-347½.

In Luxembourg the 12½ kilo bar was fixed at $344.76 per ounce, compared with $347.50.

In Zurich gold finished at $344-347, against $345-348.

LONDON FUTURES

Month	Yest'rday's close	+ or —	Business Done
	£ per troy ounce		
August	202.55-2.85	+0.1	201.45-0.90
Sept'mb'r	202.85-2.75	+0.1	203.30-2.50
October	204.85-4.95	+0.275	205.20-4.75

Turnover: 1,166 (1,368) lots of 100 troy ounces.

	April 22		April 21	
Gold Bullion (fine ounce)				
Close	$343¾-344¼	(£193½-194)	$343-344	(£193¼-193¾)
Opening	$344-344	(£194-194½)	$346¾-347¼	(£196-196½)
Morning fixing	$344.75	(£194.195)	$346.60	(£195.731)
Afternoon fixing	$345	(£194.290)	$346.75	(£195.572)
Gold Coins				
Krugerrand	$354-355	(£199½-200)	$352½-353½	(£198½-119)
½ Krugerrand	$182½-183½	(£102¾-103½)	$181½-182¾	(£102½-093)
¼ Krugerrand	$93-94	(£52½-53)	$90½-91½	(£51-51½)
1/10 Krugerrand	$38-39	(£21½-22)	$37½-38¼	(£21¼-21¾)
Mapleleaf	$353-354½	(£199-199¾)	$351½-353	(£198-199)
New Sovereigns	$83½-84	(£47-47½)	$83-83½	(£46¾-47)
King Sovereigns	$97-98	(£54½-55)	$95½-96½	(£53¾-54¼)
Victoria Sovs.	$97-98	(£54½-55)	$95½-96½	(£53¾-54¼)
French 20s	$75-85	(£42¼-48)	$77-87	(£43½-49)
50 pesos Mexico	$422¼-426	(£238-240)	$423-426½	(£238¼-240¼)
100 Cor. Austria	$335-335½	(£187½-189)	$332½-336	(£187¼-188¾)
$20 Eagles	$439-444	(£247¼-253)	$440-445	(£248-250¾)

AMERICAN MARKETS

Wednesday's closing prices

NEW YORK, April 21.

HEATING OIL was higher on reports of a surcharge to be imposed by the administration on crude cif and on reports of a skirmish between Syria and Israel. Cotton was moderately higher as new crop plantings continue to be delayed. Coffee rallied sharply on trade buying which led to commission house *short-covering.* Copper advanced strongly on arbitrage buying which led to commission house buying, reported *Heinold.*

††Cocoa—May 1606 (1617), July 1581 (1609), Sept 1630, Dec 1690, March 1755, May 1801, July 1834. Sales: 2,785.

Coffee—"C" Contract: May 135.90-136.00 (131.93), July 122.00-122.50 (119.55), Sept 117.00-117.49, Dec 114.50-114.75, March 111.65, May 107.50-111.00, July 105.00-109.50. Sales: 3,450.

Copper—April 69.25 (68.30), May 69.40-69.50 (68.60), June 70.40, July 71.30-71.45, Sept 73.20, Dec 75.60, Jan 76.35, March 78.10, May 79.50, July 81.05, Sept 82.60, Dec 84.90, Jan 85.65. Sales: 10,000.

Cotton — No. 2: May 66.12-66.15 (65.95), July 68.02-68.04 (67.88), Oct 71.10-71.15, Dec 72.38-72.40, March 74.10, May 75.25-75.50, July 76.25-76.75, Oct 76.75-77.50. Sales: 4,000.

*Gold—April 344.4 (345.5), May 346.0 (347.0), June 348.5-349.5, Aug 356.0, 357.0, Oct 364.1, Dec 371.8, Feb 379.8, April 388.2, June 396.8, Aug 405.6, Oct 414.6, Dec 423.7, Feb 432.8. Sales: 55,000.

Orange Juice—May 112.90 (112.00), July 115.00-115.30 (114.15), Sept 117.20-117.30, Nov 118.80, Jan 120.30-120.60, March 121.80-122.20, May 123.30-123.70, July 124.80-125.20, Sept 126.10-126.50. Sales: 900

*Platinum—Sales: 1,678.

Potatoes (round whites)—Nov 82.0 (81.9), Feb 92.7 (91.0), March 94.5-95.0, April 106.9.

¶Silver—April 719.0 (717.0), May 720.0-722.0 (720.0), June 729.8, July 737.0-738.5, Sept 756.0, Dec 783.0, Jan 792.0, March 818.0, May 828.0, July 846.0, Sept 864.0, Dec 891.0, Jan 900.0. Handy and Harman bullion spot: 720.00 (718.60). Sales: 10,000.

Sugar — No. 11: May 9.06-9.08 (8.92), July 9.32-9.34 (9.19), Sept 9.67, Oct 9.87-9.88, Jan 10.17, March 10.75, May 11.01, July 11.23-11.25. Sales: 12,419.

Tin—581.00-585.00 (582.00-584.00).

CHICAGO, April 21.

Lard—Chicago loose 22.50 (21.50).

Chicago Imm Gold—June 349.3-349.0 (350.2), Sept 360.5-360.8 (361.7), Dec 372.0, March 383.8, June 396.0, Sept 408.4.

Live Cattle—June 69.32-69.25 (68.67), Aug 64.80-64.75 (64.25), Oct 63.30-63.17, Dec 63.70-63.80, Feb 63.65-63.70, April 63.60.

Live Hogs—June 58.45-58.35 (58.57), July 59.40-59.30 (59.32), Aug 55.55, Oct 56.00-56.10, Dec 56.50-56.40, Feb 53.90, June 51.80, July 52.50.

‡‡Maize — May 278½-278¾ (279¾), July 288½-288¾ (290), Sept 292½-292¾, Dec 297½-297¾, March 310¾, May 317¾.

Pork Bellies—May 81.80-81.60 (80.62), July 80.30-80.40 (79.32), Aug 77.30-77.40, Feb 72.70-72.85, March 73.15, May 73.85, July 74.90-74.30.

†Soyabeans—May 652-652½ (653), July 664¼-663¾ (664¼), Aug 667½, Sept 669, Nov 673¾-674½, Jan 687, March 701.

‖Soyabean Meal—May 189.2-189.3 (189.6), July 191.6-191.7 (192.2), Aug 192.7, Sept 193.8, Oct 194.0-194.5, Dec 197.0, Jan 198.5-199.0, March 203.5-204.0, May 206.5-207.5.

Soyabean Oil—May 19.65-19.64 (19.56), July 20.26-20.28 (20.17), Aug 20.56-20.58, Sept 20.75, Oct 20.85-20.90, Dec 21.30-21.35, Jan 21.45, March 21.65.

†Wheat—May 378-377¾ (380½), July 389-389½ (392), Sept 402¾-403, Dec 421, March 434-433½, May 441.

WINNIPEG, April 21.

§Barley—May 123.60 (123.10), July 127.10 (127.00), Oct 128.70, Dec 129.80, March 132.20.

§Wheat—SCWRS 13.5 per cent protein content cif St Lawrence 224.49 (224.99).

All cents *per pound* ex-warehouse unless otherwise stated. * $ per troy ounce. ¶ Cents per troy ounce. ‡‡ Cents per 56-lb bushel. † Cents per 60-lb bushel. ‖ $ per short ton (2,000 lb). § $Can. per metric ton. §§ $ per 1,000 sq ft. ‡ Cents per dozen. †† $ per metric ton.

هكذا من الأصل

INTERNATIONAL COMPANIES and FINANCE

Downturn in first quarter at Sohio

By Our New York Staff

STANDARD OIL of Ohio (Sohio), the large U.S. oil company which is 53 per cent owned by British Petroleum, reports a 13 per cent decline in first quarter earnings to $457.7m or $1.85 a share from $520.4m or $2.12 a share (a record)

The lower earnings reflect a decline in the company's traditional oil exploration and production business, losses in chemicals, and the metals mining operations acquired in the Kennecott merger in June last year, and substantial net interest expense. Last year the group recorded substantial net interest income.

Sales and operating revenues for the quarter totalled $3.1bn compared with $3.2bn in 1981. The latest period included sales of $522m by the Kennecott operations.

Sohio claimed its traditional petroleum business was strong despite being down on last year. Lower sales prices for Alaska crude and higher exploration expenses were partially offset by improved refining and marketing results.

Depressed economic conditions caused losses in the chemicals, coal, metal mining and industrial products.

The $1.77bn acquisition of Kennecott in part reflected the company's substantial net interest expense of $75.7m in the first quarter. This was due to reduced securities investments and increases in short-term borrowing. In last year's quarter, Sohio earned $62.4m from net interest income.

The company said capital expenditures in the quarter totalled $532m compared with $266m in the 1981 period.

World Airways report qualified

By Our New York Staff

ANOTHER U.S. airline has had its annual report heavily qualified by its auditors. Peat Marwick Mitchell and Co. says that World Airways may be unable to continue as a going concern because of its heavy losses in recent years which are continuing in 1982.

Audited figures show a deficit for 1981 of $20.2m or $2.06 a share, sharply higher than the company's original estimate of $12m to $15m—in 1980 there was a loss of $28.2m equal to $2.88 a share. The airline is negotiating with its bankers in an attempt to restructure its borrowings, and says that the talks are "progressing satisfactorily."

Other airlines with heavily qualified audit reports for 1981 include Braniff, Republic, Western and Continental. The combined revenues of the five companies in 1981 exceeded $5bn.

American Airlines denies anti-competitive charges

BY PAUL BETTS IN NEW YORK

THE U.S. Government is currently investigating possible anti-competitive practices by American airlines, the country's third largest commercial carrier.

Braniff International, which is fighting for survival, has now confirmed that its chairman, Mr Howard Putnam, has been subpoenaed to testify before a Federal grand jury in Fort Worth, Texas, which is investigating possible anti-competitive practices by American Airlines.

American Airlines, which like Braniff is based in Dallas, Texas, and is Braniff's major rival, has denied all charges. It describes the allegations as "ludicrous and ridiculous."

But the legal twist in the saga of the two airlines reflects the state of turmoil in the U.S. airline industry.

Mr Sam Coates, of Braniff now reveals that a number of key Braniff officers had been interviewed by the Justice Department. The company understood that "the investigation will centre on the alleged illegal activities of American Airlines to monopolise the Dallas-Fort Worth regional airport in order to force up fares."

Braniff believed that the Justice Department action was a response to a Civil Aeronautics Board (CAB) investigation last month into alleged anti-competitive practices by American Airlines.

The CAB last month said it was investigating "rumours" that American Airlines allegedly dumped tickets billed to Braniff on the industry's clearing house in New York in an effort to disrupt the cash flow of its competitor.

The CAB also said it was looking into rumours of other alleged American Airlines moves to disrupt Braniff business.

The CAB said that many of the rumours were "pretty preposterous," but has not disclosed any conclusions to its investigation.

● American Airlines, meanwhile, has incurred substantial first quarter losses, writes Richard Lambert in New York.

On a pre-tax basis, its loss is $75.4m compared with a profit last year of $4.8m. After tax, the net loss is $41.6m, against last year's net profit of $3.9m.

Describing the results as "very discouraging," the airline said that a 17.4 per cent increase in revenue passenger miles had not been nearly enough to offset the revenue loss resulting from unrealistically low fares in many markets.

To offset the impact of the decline in passenger yields, an increase in traffic of almost 28 per cent would have been needed to earn the same profit as in 1981.

For the whole of 1981 American's net income amounted to $47.4m.

Chrysler cheerful on outlook

BY RICHARD LAMBERT IN NEW YORK

CHRYSLER was in good shape and getting better by the day, Mr Lee Iacocca, chairman and chief executive, said yesterday.

In an ebullient testimony before a Congressional oversight committee, Mr Iacocca said that the company had been through 31 months of "sheer hell." But its chievements over that period had shown that the Chrysler Loan Guarantee Act of 1979—which had provided Federal guarantees for $1.2bn of the company's debt—had been sound economic policy.

Chrysler had cut its break-even point to half the level of 1979, Mr Iacocca said. Its debt-equity ratio had improved from 6:1 to 2:5, and its cash and marketable securities had risen to an all-time high of $900m.

In addition, Chrysler had re-established its position in the truck market, with a total penetration of 10 per cent, and had increased its share of the U.S. passenger car market. In two years time, all its car lines would be front-wheel drive.

Mr Iacocca repeated earlier forecasts that the company would make an operating profit in the range of $150m this year "based on an assumption that the economy will recover in the second half of the year." Claiming that the nation had got an excellent return on its investment in Chrysler Mr Iacocca said that it would not be asking for any more help.

Wheeling-Pittsburg in red

BY OUR NEW YORK STAFF

A FIRST-QUARTER net loss of $8.8m, equal to $2.45 a share, is reported by Wheeling-Pittsburgh Steel Corporation, eighth largest U.S. steel producer. This compares with net earnings of $33.4m or $8.26 a share in the same period last year.

The company's sales also plunged 27 per cent, to $216.7m from $295.3m. Shipments at 371,478 tonnes were 36 per cent lower than the 577,901 tonnes shipped in the first quarter of 1981 and the lowest level for any quarter in the company's history.

The results further reflect the general troubles of the U.S. steel industry which is going through one of its blackest periods in years.

Mr Denis Carney, Wheeling's chairman, said: "An industry-wide depression in steel demand has been caused by a combination of government policies that maintain high interest rates to control inflation and one-way free trade policies permitting dumped imports to capture an all-time record share of our home markets."

He emphasised that a strong upturn in steel demand was not possible without substantial changes in government policies which, he claimed, appeared unlikely at this stage.

● Despite a $26.6m tax credit and net accounting gain of $4m, Inland Steel, seventh largest U.S. producer, incurred a first quarter loss of $19m or 91 cents a share. This compares with a profit of $21.4m or $1.01 a share for the same period of 1981. Revenues fel from $977.2m to $767.8m.

The company operated at 59 per cent of steelmaking capacity.

Net earnings of $57.3m or $2.69 a share were reported for the whole of 1981 — against $31.5m in 1980 — after a final quarter deficit.

Cost increases hit Alcan

By Robert Gibbens in Montreal

LOW WORLD prices for ingot and continuing strong cost increases brought a sharp decline in first-quarter earnings for Alcan Aluminium, the Canadian group which shares world leadership in aluminium with Alcoa, the U.S. group.

Consolidated profits were U.S.$12m, or 14 cents a share, against U.S.$82m or U.S.1.01 a share a year earlier, on sales of U.S.$1.24bn, against U.S.$1.31bn.

A sharp decline was forecast at the company's recent annual meeting when Mr David Culver, president, also indicated that the dividend rate would depend on the outlook for later in 1982.

Alcan kept its ingot shipments overall at a relatively high level in the first quarter, partly to meet stronger demand from Japan and other Asian markets, but shipments in North America were down 23 per cent.

Sharp rise for oil services group

By Our New York Staff

SCHLUMBERGER, the U.S. oil services and electronics group, has achieved a 31 per cent increase in first quarter net income to $354.4m or $1.21 a share, compared with $271m or 94 cents a share in the same period last year.

The result is impressive in view of the general slowdown in the oil industry which has sent oil and oil service stocks tumbling, including shares of Schlumberger.

The company said the strong earnings performance reflected sustained performance by all its oilfield services operations, which reported revenues of $1.07bn, a 23 per cent increase over the same period last year.

Total revenues for the first quarter increased 14 per cent to $1.64bn, from $1.45bn last year, with revenues of the measurement, control and components business down 2 per cent to $551m.

In spite of a decrease in the number of active drilling rigs in North America, the company said its oilfield services reported a healthy gain in the first quarter. Outside North America, activity was also strong in the oilfield business.

Schlumberger also said there were some encouraging signs in its electronics business with orders picking up in some sectors of semiconductors, particularly bipolar, digital and linear products.

Lockheed gain after excluding TriStar

By Our New York Staff

LOCKHEED has turned in net operating earnings of $37.5m in the first quarter of this year. Comparable earnings from continuing operations in the same period last year totalled $30.1m. Per share profits were up to $2.18 from $1.92, fully diluted, to $2.15 from $1.79.

The aerospace company said its troubled L-1011 TriStar passenger jet programme, which last December it decided to phase out of production, is now being accounted for as a discontinued operation. The latest figures exclude a loss of $16.6m related to this programme.

The company restated 1981 figures to exclude its TriStar programme. On this basis, first quarter sales this year totalled $1.1bn, unchanged from the same period the year before.

Funded backlog at March 28 totalled $5.2bn.

J. P. Morgan in $250m Euromarket FRN launch

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

J. P. MORGAN yesterday launched a $250m 15-year floating rate note in the Euromarket. The debt is being raised on a subordinated basis which will allow the borrower to strengthen the capital base of its subsidiary Morgan Guaranty Trust.

Terms of the issue provide for a margin of ¼ per cent over the mean of the bid and offered rates for three months Eurodollar deposits and a minimum coupon of 5¼ per cent. It is led by Morgan Stanley, Morgan Guaranty, CSFB and Salomon Brothers.

The issue appears to have opened up another way for U.S. banks to use the bond market to strengthen their capital base following issues already announced in the U.S. domestic market by Chase Manhattan and Manufacturers Hanover, bond market bankers said yesterday.

Although the borrowing vehicle is Morgan's offshore subsidiary, J. P. Morgan International Finance NV, proceeds of the note will be onpassed to Morgan Guaranty Trust in the form of a subordinated capital note.

Morgan Guaranty said yesterday that the Federal Reserve Board had agreed to count this as primary capital. J. P. Morgan has undertaken to sell sufficient equity during the life of the issue to retire it on maturity.

The floating rate note met a good reception in the Eurobond market yesterday as the name of the borrower is particularly well-liked by investors.

Elsewhere, two new fixed rate bonds were launched, while the existing issue for Union Carbide was increased by $50m to $150m by lead managers Morgan Stanley.

But some dealers detected a slightly softer tone in the secondary market, although fixed interest bonds managed to put on another ¼ point on average in good two-way trading.

The two new fixed rate issues were $75m for Canadian Pacific through Orion Royal Bank and $100m for General Motors Acceptance Corporation (GMAC) through Chemical Bank.

The former appeared to have met a somewhat better reception of the two, partly because GMAC is a frequent borrower

Canadian Pacific is paying a coupon of 14⅞ per cent for its 10-year issue which is priced at par, while the GMAC issue bears a coupon of 15 per cent over seven years and issue price of 99⅝.

Continental bond markets moved slightly higher with D-Mark foreign bonds edging upwards despite lack of action by the Bundesbank to reduce official interest rates.

Credit Foncier de France is tapping this market for the first time with a DM 100m, 10-year 8⅞ per cent issue priced at 99½ per cent by Deutsche Bank.

London Interstate Bank registers steady growth

BY OUR BANKING CORRESPONDENT

PRE-TAX profits of London Interstate Bank, smallest of the London consortium banks, increased by 15 per cent to £0.73m ($1.2m) in the year to end March. Assets rose by 28.5 per cent to £134.3m.

During the year the bank's shareholding structure was reorganised and Gotabanken, Sweden, and Sparekassen SDS, Denmark, took stakes in the bank, replacing First National Bank of Atlanta, Hamburgische Landesbank-Girozentrale and Charterhouse Japhet.

The two Scandinavian banks, together with Indiana National Bank and Maryland National Bank—two of the banks which founded London Interstate in 1971—each own 25 per cent. The shareholders have increased the bank's capital to £10m by subscribing for £2.4m of subordinated debentures.

The group expects that the new shareholders and capital will lead to a significant increase in Scandinavian business and the reduction in the U.S. shareholding will enable it to lend for domestic purposes in the U.S. for the first time.

Almost half the loan portfolio matures within a year and the bank says it has no significant exposure in Poland and none in Rumania. It is not paying a dividend.

Energy group plans takeovers

By our New York Staff

DIAMOND SHAMROCK, the diversified U.S. energy company, said it was considering a series of acquisitions and joint ventures to strengthen the company's long-term potential.

Mr William Bricker, chairman, expected the transactions would complement the company's energy and chemicals businesses. He indicated that the company would announce a deal within 60 days.

Diamond Shamrock recently finalised a $750m credit line with a group of banks, and has authorised 80m new shares of common stock

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. For further details of these or other bonds see the complete list of Eurobond prices which will be published next on Wednesday May 12.

Closing prices on April 22

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Amax Int. Fin. 16¾ 92	75	102	102½	+0⅛	+0⅞	15.77
Anheuser-Busch 16½ 88	100	103½	104	+0½	+0⅜	15.47
APS Fin. Co. 17¼ 86 ...	60	105⅝	106⅝	−0⅛	+0⅛	15.40
APS Fin. Co. 16¾ 89 ...	75	103¼	103¾	+0¼	+0½	15.33
Armco O/S Fin. 15⅝ 86	50	99⅞	100⅜	0	+0⅜	15.25
ATT 14¼ 89	400	101⅞	102⅛	−0⅛	+0⅜	13.76
Baker Int. Fin. 0.0 92	225	25⅛	25⅜	+0⅛	+0¼	14.89
Bank Montreal 16¼ 91	150	103⅞	104⅛	+0⅜	+1⅛	15.35
Burroughs Int. 15⅝ 88	50	103¼	103¾	+0⅛	+1⅛	14.79
Canadair 15½ 87	150	101⅞	102⅛	0	+0⅛	14.90
Can. Nat. Rail. 14⅝ 91	100	99⅜	99¾	+0⅛	+1⅛	14.68
Carolina Power 16½ 88	60	104⅞	105⅜	−0⅛	+0⅛	15.20
Caterpillar Fin. 16½ 86	100	102¾	103¼	+0⅛	+0⅛	15.44
CFMP 16¾ 96	100	102⅝	102⅞	+0⅛	+1	16.21
CIBC 16 87	100	103⅛	103⅝	+0⅛	+1⅛	14.91
Citicorp O/S 15½ 97...	125	101¼	101½	0	+0⅜	15.22
CNA 15⅞ 97	75	99⅝	100⅛	+0⅛	+1	15.85
Cons.-Bathurst 17½ 88	60	103	103½	+0⅛	+0⅞	16.57
Con. Illinois 15¾ 89 ...	100	102⅝	103⅛	+0⅛	+1½	14.99
Dupont O/S 14½ 88 ...	400	100¼	100⅝	0	+0⅝	14.32
Dupont O/S Cap. 0.0 90	300	34⅞	35⅜	+0⅛	+0½	14.35
ECSC 14⅜ 87	50	98⅝	99⅛	0	+0⅜	15.03
FIB 15¼ 89	150	100⅝	101⅛	−0¼	+0⅜	15.23
Gen. Elec. Credit 0.0 92	400	27⅜	27⅞	0	+0⅞	14.00
Gen. Elec. Credit 0.0 93	400	24	24½	0	−0⅛	13.99
GMAC O/S Fin. 16 89	150	102⅛	102⅝	−0⅛	+0⅛	15.31
GMAC O/S Fin. 15⅜ 97	100	98⅝	99⅛	+0⅛	+1⅛	15.44
Gulf Canada Ltd 14¾ 92	100	98⅜	98⅞	+0⅛	+1⅛	15.01
Gulf Oil 14¼ 94	175	98⅛	98⅝	+0⅛	+0⅜	14.53
Gulf Oil Fin. 0.0 92 ...	300	27⅛	27⅝	+0½	+0⅜	14.04
Int.-Am. Dv. Bk. 15⅜ 87	55	99⅝	100⅛	0	+0⅞	15.06
Japan Airlines 15⅜ 88	50	101½	102	+0⅛	+0⅜	14.76
Japan Dev. Bk. 15½ 87	50	102½	103	−0⅛	+0½	14.62
Nat. West 14¾ 91	100	100⅝	101⅛	0	+1	14.53
New Brunswick 16¼ 89	75	103⅜	103⅞	0	+1⅛	15.33
New & Lab. Hy. 17¼ 89	75	106⅛	106⅝	+0⅛	+0⅜	15.68
OKG 15⅜ 97	50	98⅜	98⅞	−0⅛	0	15.94
Ontario Hyd. 16 91 (N)	200	104⅝	105⅛	+0⅜	+1⅛	14.93
Pac. Gas & El. 15¾ 89	80	103¼	103¾	0	+0⅝	14.84
Pac. Gas & El. 15½ 88	45	102⅞	103⅜	0	+0⅜	14.74
J. C. Penney Gl. 0.0 94	350	21⅛	21⅝	+0½	+0½	13.94
Quebec Prov. 15¾ 89...	150	100⅛	100⅝	0	+0⅜	15.11
R.J. Rynlds. O/S 0.0 92	400	25⅞	26⅜	0	+1	14.64
Saskatchewan 16⅜ 88...	100	103⅝	104⅛	+0⅛	+0½	15.21
Saskatchewan 16 89	125	103½	104	+0⅛	+0⅞	15.06
Spain 15⅜ 87	100	98⅝	99⅛	0	+0½	16.02
Statsforetag 15¾ 87 ...	50	99⅝	100⅛	+0⅛	0	15.68
Sweden 14½ 88	150	95⅝	96⅛	0	0	15.48
Swed. Ex. Cred. 16½ 93	75	101⅝	102⅛	0	+0⅜	16.07
Swed. Ex. Cred. 15⅜ 89	100	99⅜	99⅞	+0⅛	+0½	15.38
Swed. Ex. Cred. 0.0 94	200	20	20½	0	+0⅛	14.38
Texas Eastern 15⅞ 88...	75	103	103½	0	+0½	15.01
Transcanada 16 89	100	102⅛	102⅝	+0⅛	+1	15.39
Wells Fargo I. F. 15 87	75	100⅝	101⅛	−0½	0	14.67
WMC Fin. 15⅞ 88	50	98⅞	99⅜	0	+0⅜	15.68
World Bank 15¾ 88 ...	250	100⅞	101⅜	−0⅛	+0⅛	14.91

Average price changes... On day +0⅛ on week +0⅝

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 9⅝ 91	300	103¾	104½	+0⅛	+0⅛	8.71
Australia 9⅝ 91	200	103⅝	104⅛	+0⅛	+0⅛	8.70
Comp. Tel. Esp. 10½ 92	100	100⅛	100⅝	0	+0⅛	10.41
Denmark 10 88	100	101⅝	102⅛	0	+0⅜	9.55
Denmark 10⅛ 92	100	101⅞	102⅜	+0⅜	+0⅛	9.77
EDF 9⅞ 92	100	101⅝	101⅞	+0¼	+0⅛	9.59
EEC 10¼ 93	100	104⅜	104⅞	+0¼	+0¼	9.43
EEC 9¾ 94	200	102⅝	103⅛	+0½	+0⅛	9.34
EIB 9¾ 88	60	102	102½	+0½	+0⅞	9.26
Inter-American 10⅛ 91	100	105⅜	106⅛	0	0	9.30
Ireland 10⅛ 86	100	101⅞	102⅜	−0⅛	0	9.48
Mexico 11 88	100	102½	103¼	−0⅛	+0⅛	10.35
Mt. Bk. Dnmk. 10½ 91	100	102⅜	102⅞	+0⅛	+0⅛	9.98
Nacnl. Financiera 11 90	150	100⅝	100⅞	+0⅛	+0⅛	10.86
Nat. West. 9⅞ 92	100	105⅜	106	+0⅜	−0⅛	8.97
New Zealand 9¾ 89 ...	200	104½	105⅛	−0⅛	−0⅛	8.83
OKB 9⅝ 86	150	103	103½	+0⅞	0	9.06
Quebec 10⅛ 92	150	106⅛	106⅞	−0⅛	+0⅜	9.09
Quebec Hydro 10¼ 91...	150	105⅛	105⅞	0	−0⅛	9.34
Tauernautobahn 9⅞ 94	50	102½	103	0	+0⅜	9.47
Venezuela 11½ 91	100	100⅝	101⅛	−0⅛	+0⅛	11.32
World Bank 9½ 89	100	101¼	101¾	+0⅛	+0½	9.19
World Bank 10 91	250	104⅜	105⅛	+0⅜	−0⅛	9.16

Average price changes... On day +0⅛ on week +0⅛

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Ansett Transport 7½ 92	50	103⅜	103⅞	+0⅛	+0⅛	6.95
Asian Dev. Bank 8 93	80	104½	104⅞	+0⅛	−0⅛	7.24
Australia 6¾ 93	100	104¾	105	0	0	6.15
Australia 6½ 94	100	†103	103¾	0	−0¼	6.12
Belgelectric 7½ 91	80	102	102¾	0	0	7.18
Bat. de Autopistas 8 90	50	101½	101¾	+0⅛	+0⅛	7.72
CFE-Mexico 8¼ 92	50	†100⅛	100¾	−0⅛	−0⅛	8.16
Co-op. Denmark 8⅜ 92	25	†100⅛	104⅜	+0⅛	+0⅜	7.89
Crown Zellrbch. 6¾ 92	100	†102¼	102¾	+0½	+0½	6.42
Denmark 7¼ 91	100	†100⅛	101	0	+0¼	7.11
EIB 7¼ 92	100	102¼	102½	+0¼	+0½	6.90
Elec. de France 7 92 ...	100	101⅜	101⅝	−0⅛	−0⅛	6.78
ENEL 8 92	44	101½	101⅜	0	+0⅜	7.75
First City Fin. 8¼ 92 ...	25	102½	102⅞	−0⅛	+0½	7.85
Manitoba 7 92	100	105¼	105¾	0	+0⅛	6.25
National Pwr. Co. 8 92	30	102⅞	103⅛	−0⅛	+0⅛	7.55
Nippon T. and T. 6¾ 92	100	103	103½	+0⅜	0	6.17
OKB 7¼ 92	100	104½	104¾	+0¼	+1	7.08
Ost. Donaukraft 7 92	100	†102	102¼	+0½	+0⅛	6.69
Ost. Postner 7½ 92 ...	100	101⅞	102⅛	−0⅛	−0⅛	7.21
Philip Morris 6⅝ 92 ...	100	†102¼	103½	+0½	+0½	6.16
Quebec 7½ 92	100	104¼	104⅝	+0⅛	+0½	6.72
Soc. Lux. de Cnt. 8¾ 92	80	104¼	104⅝	0	+0⅞	7.38
Transcanada Pipe. 7 94	100	103⅛	103⅜	0	+0⅛	6.59
Vorarlberg Kraft 6⅝ 92	50	†102	102⅜	+0½	+0⅛	6.45
World Bank 8 91	100	108	108⅝	+0⅜	+0⅞	7.05

Average price changes.. On day +0⅛ on week +0¼

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Asian Dev. Bk. 8¾ 91	15	100½	101½	0	−0⅜	8.08
Int.-Amer. Dev. 8⅞ 91	15	102	103	0	0	8.47
Japan Airlines 7⅞ 87...	9	97⅜	98⅜	0	+0¼	8.38
New Zealand 8⅞ 87 ...	15	100⅝	101⅝	0	−0⅜	8.09
World Bank 8⅜ 92 ...	20	100⅛	100⅞	0	+0⅜	8.29

Average price changes... On day 0 on week 0

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Montreal 17 89 C$	50	†102	102½	+0¼	+0¼	16.40
Nt. Bk. Can. 16½ 88 C$	60	†98½	99½	−0⅛	−0⅛	16.72
Pancanadian 16½ 88 C$	65	†99	99½	+0¼	+0½	16.62
Queb. Hydro 16½ 89 C$	50	†100⅝	101⅛	+0⅛	−0⅛	16.25
Queb. Urban 16¾ 88 C$	20	†100	101	0	0	16.49
Tordom Cpn. 16½ 88 C$	25	†98⅜	99⅜	0	+0½	16.74
Transalta 17 89 C$	50	†100⅝	101⅛	+0⅛	+0⅛	16.69
U. Bk. Nwy. 9½ 90 EUA	18	90	91⅛	−0⅛	−0⅛	11.35
Algemene Bk. 10½ 86 Fl	60	100⅝	101⅛	−0⅛	+0⅛	9.95
Amfas Group 12¼ 86 Fl	40	104⅛	104⅞	0	−0⅛	10.87
Amro Bank 12 86 Fl ...	75	105½	106	0	+0¼	10.22
Amro Bank 12 88 Fl ...	60	105½	106	0	+0½	10.30
Pierson 10⅛ 86 Fl	50	100	100½	0	+0½	10.15
Rabobank 12 86 Fl	50	105⅜	105⅞	0	0	10.24
OKB 14 88 FFr	400	90⅛	91⅛	0	+0⅛	17.46
Solvay et C. 14¾ 86 FFr	200	91⅜	92⅜	0	+0⅜	17.77
Acona 14 85 £	20	92	93	0	0	16.84
Beneficial 14⅛ 90 £	20	86⅜	87⅜	+0⅛	+0⅛	17.15
BNP 13½ 91 £	15	89½	90½	+0⅛	+0⅛	15.63
CECA 13½ 88 £	20	93⅜	94⅜	+0⅛	+0⅞	14.91
Fin. Ex. Cred. 13¾ 86 £	15	94⅛	95⅛	+0⅛	+0½	15.66
Gen. Elec. Co. 12½ 89 £	50	91¼	92¼	0	0	14.45
Hiram Walker 14¼ 86 £	25	96½	97½	+0⅛	+0⅞	15.30
Privatbanken 14½ 88 £	12	93	94	+0⅛	+0½	16.27
Quebec 15½ 87 £	35	100¼	101¼	+0⅛	+0⅜	15.26
Reed (Nd) NV 16¾ 89 £	25	101⅞	102⅜	−0⅛	+0⅞	16.27
Royal Trustco 14 86 £	12	96⅜	97⅜	+0½	+0⅜	14.95
SDR France 15½ 92 £	30	98¼	99¼	+0⅛	+1⅛	15.74
Swed. Ex. Cr. 13¾ 86 £	20	96⅛	97⅛	+0⅛	0	14.92
Eurofima 10½ 87 LuxFr	500	98⅜	99⅜	−0½	−1	10.69
EIB 9¾ 88 LuxFr	600	94½	95½	0	−0½	10.94

FLOATING RATE NOTES	Spread	Bid	Offer	C.dte	C.cpn	C.yld
Allied Irish 5⅝ 92	0¼	98½	99	15/10	15.69	15.89
Bank of Montreal 5¼ 91	0⅛	98⅞	99⅛	29/4	17.06	17.21
Bk. of Tokyo 5¼ 91 (D)	0⅛	98½	99	10/6	13⅝	13.42
Bank Nova Scotia 5¼ 93	0⅛	99⅛	99⅝	29/4	17.06	17.17
BFCE 5¼ 88	0¼	99⅛	99⅝	26/4	16.94	17.05
BFCE 5¼ 87	0¼	99⅝	100⅛	27/7	16¼	16.27
CCCE 5¼ 2002	0¼	98⅜	98⅞	11/6	14.82	15.07
Co-Ban Eurofin 5½ 91...	0¼	98⅝	99⅛	14/10	16	16.18
Credit Agricole 5¼ 97...	0¼	99⅛	99⅝	24/9	15.44	15.53
Credit Lyonnais 5¼ 97	0¼	99½	100	1/10	16	16.04
Credit Nat. 5¼ 94	‡0¼	98½	99	9/6	14.69	14.27
Denmark, Kngdm. of 92	0⅛	†99	99½	25/8	15.44	15.57
Den Norske Cred. 5½ 93	0¼	97⅝	98¼	4/6	13.56	13.84
Genfinance 5¼ 92	0⅛	99½	99⅞	30/6	15½	15.55
GZB 5¼ 92	‡0¼	98⅜	98⅞	8/6	14.94	15.09
Ind. Bank Japan 5¼ 88	0⅛	99⅛	99⅝	9/5	13.31	13.40
Lloyds Eurofin 5¼ 93 ...	§0⅛	99⅛	99⅝	29/4	17.13	17.24
LTCB Japan 5½ 89	0¼	99⅛	99⅝	16/7	15.31	15.41
Midland Int. Fin. 5 91...	0¼	99⅛	99⅝	30/4	17.06	17.17
Nat. West. Fin. 5¼ 91...	§0⅛	99⅛	99⅝	15/7	15.19	15.28
Nippon Credit 5¼ 90 ..	0⅛	99⅛	99⅝	10/8	16.06	16.16
Nordic Int. Fin. 5½ 91...	0¼	98½	99	6/5	16⅝	15.82
Offshore Mining 5½ 91	0¼	98½	99	2/6	13	13.16
PKbanken 5 91	0¼	98¾	99¼	17/6	14½	14.52
Sanwa Int. Fin. 5¼ 88	0⅛	†99⅛	99⅝	24/9	15.31	15.41
Scotland Int. 5¼ 92....	0⅛	98½	99	23/9	15⅜	15.57
Sec. Pacific 5¼ 91	0⅛	98⅞	99⅜	24/5	13⅝	13.37
Societe Generale 5¼ 95	0⅛	99⅛	99⅝	1/9	15.31	15.41
Standard Chart. 5¼ 91	0⅛	98½	99	18/5	13.31	13.45
Sumitomo Fin. 5½ 88...	0⅛	99⅝	100⅛	9/8	16	16.02
Sweden 5¼ 89	0⅛	99⅛	99⅜	26/3	15.31	15.45
Toronto Domin'n 5¼ 92	0⅛	99½	100	11/8	16⅜	16.42

Average price changes... On day 0 on week 0

CONVERTIBLE BONDS	Cnv. date	Cnv. price	Bid	Offer	Chg. day	Prem
Ajinomoto 5⅛ 96	7/81	933	90¼	91⅜	+1½	9.85
Bow Valley Inv. 8 95 ...	4/81	23.12	98	100	0	68.14
Bridgestone Tire 5½ 96	3/82	470	86¼	87¾	+0⅛	−1.66
Canon 6¾ 95	1/81	829	81	82¾	+1⅜	7.80
Diawa Secs. 5½ 96	12/81	513.3	†62½	64½	+0⅝	−1.84
Fujitsu Fanuc 4½ 96	10/81	5641	92¼	94	+1⅞	18.48
Furukawa Elec. 5¼ 96...	7/81	300	91	92½	−0½	−3.58
Hanson O/S Fin. 9½ 96	8/81	1.36	†84	85	0	−7.25
Hitachi Cable 5¼ 96.	2/82	515	79⅞	81⅛	+0½	−1.80
Hitachi Cred. Cpn. 5 95	7/81	1612	76⅜	78¼	+1¼	7.73
Honda Motor 5½ 97 ...	3/82	841	85	86½	+4⅞	2.55
Inchcape 8 95	2/81	4.55	†63	64½	−0½	25.12
Kawasaki 5¼ 96	9/81	229	67⅛	68⅝	+1	3.25
Marui 6 96	7/81	846.4	98	99½	+0½	11.07
Minolta Camera 5 96 ...	10/81	825.4	61½	63	+0½	24.20
Minorco 9¼ 97	5/82	8.16	†85	85½	0	16.70
Murata 5¼ 96	7/81	2168	60⅛	61⅝	+1⅝	40.47
NKK 5½ 96	7/81	188	80⅜	81⅞	+1⅞	−13.85
Nippon Chemi-C 5 81...	10/81	919	56	58	−0½	6.45
Nippon Electric 5¼ 97...	2/82	846	85⅛	86⅝	+0⅛	6.52
Orient Finance 5¼ 97 ...	3/82	1205	88⅛	89⅞	+0⅛	6.24
Sanyo Electric 5 96	10/81	652	64¼	65¾	+1¼	10.95
Sumitomo Elec. 5½ 97	3/82	577.3	84½	86⅛	+1⅛	4.87
Sumitomo Met. 5¼ 96...	10/81	298.1	61⅛	62⅞	+1⅛	14.45
Swiss Bk. Cpn. 6¾ 90...	8/80	191	71½	73½	0	17.25
Konishiroku 6 90 DM ...	2/82	585	97⅜	98⅜	−0½	4.38
Mitsubishi H. 6 89 DM	2/82	283	94⅝	95⅝	0	18.00

* No information available—previous day's price.

† Only one market maker supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued is in millions of currency units except for Yen bonds where it is in billions. *Change on week*=Change over price a week earlier.

Floating Rate Notes: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C.dte=Date next coupon becomes effective. Spread=Margin above six-month offered rate (‡ three-month: § above mean rate) for U.S. dollars. C.cpn=The current coupon. *C.yld=The current yield.*

Convertible Bonds: Denominated in dollars unless otherwise indicated. Chg. day=Change on day. Cnv. date= *First date for conversion into shares.* Cnv. price= Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. *Prem=Percentage premium of the current effective price* of acquiring shares via the bond over the most recent price of the shares.

NORTH AMERICAN QUARTERLY RESULTS

ACF INDUSTRIES

	1982	1981
First quarter	$	$
Revenue	237.4m	231.6m
Net profits	13.53m	12.09m
Net per share	1.47	1.34

AIR PRODUCTS AND CHEMICALS

	1981-82	1980-81
Second quarter	$	$
Revenue	399.1m	413.0m
Net profits	29.32m	38.94m
Net per share	1.03	1.30
Six months		
Revenue	722.6m	779.4m
Net profits	125.8m	69.19m
Net per share	4.40	2.43

ALBERTO-CULVER

	1981-82	1980-81
Second quarter	$	$
Revenue	75.8m	72.3m
Net profits	1.68m	1.49m
Net per share	0.42	0.39
Six months		
Revenue	158.9m	140.2m
Net profits	3.04m	2.62m
Net per share	0.80	0.69

AMERICAN CAN

	1982	1981
First quarter	$	$
Revenue	1.09bn	1.14bn
Net profits	13.7m	16.0m
Net per share	0.71	0.88

AMETEK

	1982	1981
First quarter	$	$
Revenue	110.7m	110.3m
Net profits	7.0m	6.6m
Net per share	0.64	0.61

AMFAC INC.

	1982	1981
First quarter	$	$
Revenue	509.6m	518.4m
Net profits	6.46m	14.5m
Net per share	0.44	1.00

AMP INC.

	1982	1981
First quarter	$	$
Revenue	322.8m	304.8m
Net profits	33.45m	33.10m
Net per share	0.93	0.92

BANCOHIO

	1982	1981
First quarter	$	$
Net profits	7.25m	10.09m
Net per share	0.90	1.36

BECTON DICKINSON

	1981-82	1980-81
Second quarter	$	$
Revenue	280.8m	268.6m
Net profits	19.88m	19.65m
Net per share	0.94	0.93
Six months		
Revenue	543.2m	514.7m
Net profits	39.34m	36.81m
Net per share	1.96	1.75

BORDEN INC.

	1982	1981
First quarter	$	$
Revenue	928.3m	1.05bn
Net profits	34.8m	32.2m
Net per share	1.20	1.10

BRUSH WELLMAN

	1982	1981
First quarter	$	$
Revenue	52.0m	48.5m
Net profits	4.9m	4.6m
Net per share	0.85	0.79

BURLINGTON INDUSTRIES

	1981-82	1980-81
Second quarter	$	$
Revenue	738.1m	789.5m
Net profits	14.07m	27.62m
Net per share	0.50	0.98
Six months		
Revenue	1.48bn	1.53bn
Net profits	31.65m	45.06m
Net per share	1.12	1.60

CABOT CORPORATION

	1981-82	1980-81
Second quarter	$	$
Revenue	419.2m	409.1m
Net profits	26.80m	30.85m
Net per share	0.84	0.98
Six months		
Revenue	818.9m	795.8m
Net profits	52.36m	58.72m
Net per share	1.85	1.87

CESSNA AIRCRAFT

	1981-82	1980-81
Second quarter	$	$
Revenue	232.9m	253.1m
Net profits	6.7m	14.8m
Net per share	0.36	0.77
Six months		
Revenue	514.1m	504.0m
Net profits	21.8m	28.7m
Net per share	1.14	1.51

CHESEBROUGH-POND'S

	1982	1981
First quarter	$	$
Revenue	391.5m	372.7m
Net profits	29.83m	28.38m
Net per share	0.91	0.87

CITY INVESTING COMPANY

	1982	1981
First quarter	$	$
Revenue	1.39bn	1.39bn
Net profits	31.0m	28.4m
Net per share	0.83	0.77

CLUETT PEABODY AND CO.

	1982	1981
First quarter	$	$
Revenue	194.8m	177.4m
Net profits	5.13m	4.58m
Net per share	0.58	0.47

COMBUSTION ENGINEERING

	1982	1981
First quarter	$	$
Revenue	857.2m	831.9m
Net profits	55.46m	25.79m
Net per share	1.68	0.78

CONSOLIDATED FOODS

	1981-82	1980-81
Third quarter	$	$
Revenue	1.44bn	1.34bn
Net profits	33.36m	30.35m
Net per share	1.13	1.01
Nine months		
Revenue	4.3bn	4.2bn
Net profits	105.78m	98.11m
Net per share	3.65	3.17

CONTINENTAL CORPORATION

	1982	1981
First quarter	$	$
Revenue	836m	822m
Net profits	35.9m	54.9m
Net per share	0.74	1.16

CONTINENTAL GROUP

	1982	1981
First quarter	$	$
Revenue	1.21bn	1.29bn
Net profits	30.4m	51.8m
Net per share	0.76	1.39

CURTISS-WRIGHT

	1982	1981
First quarter	$	$
Revenue	58.6m	94.4m
Net profits	7.54m	24.47m
Net per share	1.57	5.26

DEXTER CORPORATION

	1982	1981
First quarter	$	$
Revenue	130.3m	131.4m
Net profits	5.73m	6.48m
Net per share	0.62	0.71

DILLINGHAM CORPORATION

	1982	1981
First quarter	$	$
Revenue	387.7m	379.9m
Net profits	6.86m	4.60m
Net per share	0.45	0.33

DIGITAL EQUIPMENT

	1981-82	1980-81
Third quarter	$	$
Revenue	899.3m	843.4m
Net profits	107.5m	100.2m
Net per share	1.94	1.89
Nine months		
Revenue	2.6bn	2.26bn
Net profits	295.4m	226.4m
Net per share	5.33	4.50

DOMINION TEXTILE

	1981-82	1980-81
Third quarter	$	$
Revenue	180.2m	220.0m
Net profits	†1.3m	12.15m
Net per share	†0.15	1.09
Nine months		
Revenue	579.3m	616.0m
Net profits	5.64m	28.85m
Net per share	0.43	2.67

† Loss.

DUN AND BRADSTREET

	1982	1981
First quarter	$	$
Revenue	357.4m	318.2m
Net profits	31.22m	26.52m
Net per share	1.11	0.95

ETHYL CORPORATION

	1982	1981
First quarter	$	$
Revenue	402.7m	425.3m
Net profits	17.11m	21.24m
Net per share	0.86	1.06

EVANS PRODUCTS

	1982	1981
First quarter	$	$
Revenue	294.3m	315.7m
Net profits	†8.89m	†3.79m
Net per share	†0.82	†0.81

†Loss

FEDERAL-MOGUL

	1982	1981
First quarter	$	$
Revenue	198.9m	209.0m
Net profits	7.29m	8.64m
Net per share	0.66	0.68

FLORIDA STEEL

	1981-82	1980-81
Second quarter	$	$
Revenue	63.3m	80.7m
Net profits	†1.70m	5.62m
Net per share	†0.28	0.95
Six months		
Revenue	130.1m	159.3m
Net profits	†5.19m	10.58m
Net per share	†0.87	1.79

†Loss

FRONTIER AIRLINES

	1982	1981
First quarter	$	$
Revenue	137.9m	139.6m
Net profits	2.38m	7.34m
Net per share	0.25	0.80

FMC CORPORATION

	1982	1981
First quarter	$	$
Revenue	844.6m	813.6m
Net profits	32.6m	45.1m
Net per share	0.96	1.35

FOREMOST-McKESSON

	1981-82	1980-81
Fourth quarter	$	$
Revenue	1.12bn	1.05bn
Net profits	16.87m	16.81m
Net per share	0.97	1.03
Year		
Revenue	4.62bn	4.15bn
Net profits	73.54m	69.25m
Net per share	4.29	4.33

HARRIS CORPORATION

	1981-82	1980-81
Third quarter	$	$
Revenue	442.6m	394.8m
Net profits	17.53m	23.74m
Net per share	0.56	0.76
Nine months		
Revenue	1.28bn	1.13bn
Net profits	61.16m	78.68m
Net per share	1.96	2.58

INTERLAKE INCORPORATED

	1982	1981
First quarter	$	$
Revenue	205.7m	267.1m
Net profits	2.83m	10.16m
Net per share	0.45	1.67

IOWA RESOURCES

	1982	1981
First quarter	$	$
Revenue	120.0m	90.8m
Net profits	12.3m	13.0m
Net per share	1.30	1.61

KENNAMETAL

	1981-82	1980-81
Third quarter	$	$
Revenue	101.8m	101.8m
Net profits	7.96m	8.61m
Net per share	0.65	0.71
Nine months		
Revenue	307.5m	281.0m
Net profits	26.67m	24.34m
Net per share	2.18	2.02

KIDDE INCORPORATED

	1982	1981
First quarter	$	$
Revenue	665.4m	648.3m
Net profits	20.68m	19.86m
Net per share	0.99	0.97

MASCO CORPORATION

	1982	1981
First quarter	$	$
Revenue	219m	226.5m
Net profits	24.1m	21.6m
Net per share	0.95	0.84

MEI CORPORATION

	1982	1981
First quarter	$	$
Revenue	100.4m	88.9m
Net profits	5.73m	4.64m
Net per share	0.68	0.55

MINNESOTA MINING & MFG.

	1982	1981
First quarter	$	$
Revenue	1.67bn	1.58bn
Net profits	152.4m	168.9m
Net per share	1.30	1.44

MISSOURI PACIFIC

	1982	1981
First quarter	$	$
Revenue	724.7m	690.8m
Net profits	49.1m	52.8m
Net per share	3.12	3.35

NATIONAL CAN

	1982	1981
First quarter	$	$
Revenue	339.8m	331.9m
Net profits	3.73m	†671,000
Net per share	0.35	†0.07

†Loss

NATIONAL DISTILLERS

	1982	1981
First quarter	$	$
Revenue	484.4m	508.8m
Net profits	28.4m	33.9m
Net per share	0.81	0.98

OLIN CORPORATION

	1982	1981
First quarter	$	$
Revenue	449.7m	521.7m
Net profits	21.97m	28.43m
Net per share	0.93	1.18

PACCAR INCORPORATED

	1982	1981
First quarter	$	$
Revenue	366.1m	451.1m
Net profits	15.69m	23.98m
Net per share	1.75	2.65

PACIFIC GAS AND ELECTRIC

	1982	1981
First quarter	$	$
Revenue	1.78bn	1.5bn
Net profits	195.9m	132m
Net per share	1.23	0.82

PFIZER INCORPORATED

	1982	1981
First quarter	$	$
Revenue	825.4m	810.3m
Net profits	88.2m	72.1m
Net per share	1.14	0.96

POPE AND TALBOT... ... ...

	1982	1981
First quarter	$	$
Revenue	59.6m	62.1m
Net profits	857,000	615,000
Net per share	0.14	0.10

R. J. REYNOLDS INDUSTRIES

	1982	1981
First quarter	$	$
Revenue	2.87bn	2.77bn
Net profits	185m	189m
Net per share	1.69	1.72

ROYAL TRUSTCO

	1982	1981
First quarter	C$	C$
Revenue	344m	321m
Net profits	6m	9.5m
Net per share	0.23	0.44

RYDER SYSTEM

	1982	1981
First quarter	$	$
Revenue	484.4m	465.9m
Net profits	13.61m	11.17m
Net per share	0.66	0.62

SANTA FE INDUSTRIES

	1982	1981
First quarter	$	$
Revenue	780.9m	829.5m
Net profits	30.2m	68.1m
Net per share	0.34	0.77

STAUFFER CHEMICAL

	1982	1981
First quarter	$	$
Revenue	630.3m	629.3m
Net profits	82.07m	87.88m
Net per share	1.86	2.00

STONE CONTAINER

	1982	1981
First quarter	$	$
Revenue	105.4m	103.1m
Net profits	2.56m	6.17m
Net per share	0.26	0.64

TEXTRON

	1982	1981
First quarter	$	$
Revenue	773.8m	835.7m
Net profits	20.8m	41.1m
Net per share	0.57	1.10

THIOKOL CORPORATION

	1982	1981
First quarter	$	$
Revenue	202.8m	172.5m
Net profits	8.99m	8.49m
Net per share	0.77	0.73

TYLER CORPORATION

	1982	1981
First quarter	$	$
Revenue	207.4m	139.5m
Net profits	82,000	4.89m
Net per share	0.01	0.51

U.S. AIR

	1982	1981
First quarter	$	$
Revenue	278.2m	252.0m
Net profits	10.6m	6.2m
Net per share	0.62	0.41

WELLS FARGO

	1982	1981
First quarter	$	$
Net profits	37.44m	38.73m
Net per share	1.55	1.69

WANG LABORATORIES

	1981-82	1980-81
Third quarter	$	$
Revenue	297.6m	212.3m
Net profits	25.4m	17.6m
Net per share	0.42	0.32
Nine months		
Revenue	808.0m	570.5m
Net profits	68.6m	48.5m
Net per share	1.13	0.88

Deficit increases for French steelmaker

BY DAVID WHITE IN PARIS

USINOR, France's biggest steel producer, has reported a net loss of FFr 3.9bn ($625m) for last year, FFr 500m more than it forecast in December.

The loss, more than three times the 1980 figure of FFr 1.2bn, comes after the announcement of a FFr 2.8bn deficit at the number two company, Sacilor.

Both companies were placed under new chairmen in February after passing formally under state control through the conversion of their outstanding debts into shareholdings.

Financial charges accounted for FFr 1.3bn of Usinor's deficit. The figure also reflected a depreciation charge of FFr 961m and new provisions of FFr 651m. Contractual obligations to subsidiaries accounted for FFr 524m out of the total for financial costs and depreciation.

The accounts include an extra cost of FFr 489m on foreign currency loans which still have to be repaid, following the decline of the French franc against the U.S. dollar and other major currencies.

The company is proposing to draw on reserves to cover FFr 3.4bn of the total deficit.

French steel production, now concentrated in these two groups following a reorganisation of special steels, has continued to decline slightly after falling 8 per cent last year to 21.2m tonnes. Despite a slight upturn in March, first quarter output was 0.5 per cent down on the same period last year at 5.4m tonnes.

Rhone-Poulenc to keep N. American presence

BY OUR FINANCIAL STAFF

RHONE-POULENC, the French chemicals group, plans to maintain a presence in North America despite the severing of trading and financial links with Moreton-Norwich of the U.S.

Rhone, which made a loss for 1981 on sales totalling FFr 35.9bn ($5.74bn) is to pursue this policy through acquisitions, and what it describes as associations with other partners.

The French company is ending its connection with Moreton under an agreement announced earlier this month. The deal, which allows Moreton to buy back for $135m the 20.3 per cent Moreton stake owned by Rhone has now been finalised, Rhone said yesterday.

The agreement with Rhone follows Moreton's decision to sell its pharmaceuticals unit to Procter and Gamble of the U.S. Rhone had a trading and technology agreement with this unit.

The disposal of the shareholding in Moreton would throw-up a capital gain of about FFr 500m, Rhone said. It acquired the shares in 1978.

Although Rhone expects to return a further loss for 1981, it made it clear earlier this month that the deficit would show a "distinct" improvement over the FFr 327m of 1980.

The health and agrichemicals divisions had played a part in reducing the year's deficit—due to be formally unveiled later this year—and so had Rhone's foreign operations which last year accounted for more than a third of turnover.

However, operating results had remained mediocre. Poor demand had made for unfavourable fertiliser trading. The textiles divisions had also continued to suffer from European over-capacity in man-made fibre and heavy reorganisation costs.

St Gobain looks healthier without Cii

By Our Paris Staff

THE ENDING of a 2½-year experience as shareholder in the Cii Honeywell Bull computer company leaves the recently-nationalised Saint-Gobain with a slightly healthier-looking profit record and a sales pattern considerably more geared to foreign markets.

After announcing on Wednesday its withdrawal from the Franco-U.S. computer manufacturer under the new shareholding arrangements negotiated between the French Government and Honeywell, Saint-Gobain published revised figures showing that without its computer interest it made a consolidated net profit of FFr 450m ($72m) in 1981.

This compares with FFr 420m including its stake in Cii-HB, where it replaced the CGE group as the main French shareholder in 1979.

Operating results for its other activities—principally glass and steel pipe—show a decline of 8 per cent from 1980 at FFr 1.8bn, against a steep drop of 38 per cent announced earlier.

The loss of the computer interest brings the 1981 turnover figure down from FFr 51bn to FFr 43.7bn, roughly in line with its total for the previous year, when it built up its stake in Cii-HB to ensure indirect control.

Whereas the French market accounted for 56 per cent of total sales including computers, it provided only 49 per cent without them. Overseas turnover in non-computer sectors included FFr 6.3bn in direct exports from France, 28 per cent more than in 1980.

The group had earlier announced plans for a roughly stable investment programme at Cii-HB, totalling FFr 1.5bn, but a sharp increase in its other industrial outlays to FFr 4bn this year, against FFr 2.5bn spent in 1981.

Rupert Cornwell probes the complex structure of an Italian bank

Ambrosiano: an enigmatic empire

"AS A CATHOLIC, I'm worried about the image of Ambrosiano," said one. Another remarked anxiously about the unending spate of rumours which, he said, made the bank appear just a giant speculative machine. "Forget it," said a third, clearly representing the majority. "Just look at the balance sheet—all the rest is gossip."

The speakers were shareholders (just three of an unprecedented 476 present) and the occasion was last weekend's annual meeting of Banco Ambrosiano. Today, the operations of Italy's second largest privately owned bank stretch far beyond the city where it started life in 1896 as Banco di Sant'Ambrogio, patron saint of Milan.

But as the first shareholders concern indicates, the peculiarly populist Catholic ideals which lay behind Ambrosiano's foundation remain close to the surface. Ambrosiano is still, above all deeply Milanese ("In Rome you just can't get the feel of it," commented a banker in the capital the other day). And its shareholders meeting was nothing so much as a gathering of the city's investors, anxious to be reassured about the affairs of their bank.

Real banker

The uncertainties revolve around one man, Sig Roberto Calvi. Since World War Two, he has worked his way up—from a modest clerk to his position today as president and monarch of Ambrosiano. In the process, a sleepy provincial bank has grown to the point where it now sits astride the country's biggest financial empire outside the public sector.

To his admirers, he is a genius. "The only real banker in Italy," one of them put it. For his critics, he has travelled to the frontiers of legality, even beyond, to achieve his ends, his tracks lost in a maze of unravelled transactions, many of them outside Italy.

In a 1978 report, the Bank of Italy concluded after an inspection of Ambrosiano that the bank had frequently "got round" currency regulations to secure a steadily greater operational freedom abroad.

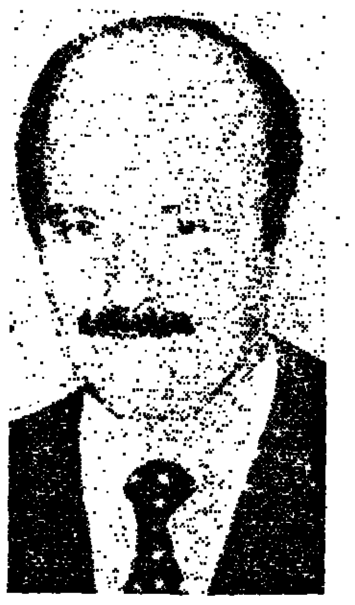
As the random comments from shareholders make plain, last year provided ample grist for both mills. Calvi seemed to be a key cog in 1981's scandal of the year, the P-2 Freemasons Lodge affair. That spring, he stirred a political hornets' nest when La Centrale, the powerful financial company controlled by Ambrosiano, took a 40 per cent stake in the Rizzoli / Corriere della Sera press and publishing group.

Then in mid-May, came the biggest shock of all. Milan magistrates ordered the arrest of Calvi and other leading Milanese financiers on charges of illegal currency exports, relating to past share dealings in two other Ambrosiano group members, the Toro Insurance Company, and Credito Varesino, both today controlled by La Centrale. In July Calvi was found guilty and convicted. He remains free, deprived of his passport, pending an appeal, now likely to be heard in June.

And yet, despite everything, Ambrosiano flourished as rarely before. Profits (admittedly in a vintage year for banks, and bolstered by the sale of rights for a capital increase by La Centrale) trebled in 1981 to L43.4bn ($34m) from L13.5bn. At the height of the storm, Ambrosiano triumphantly pushed through a rights issue that increased capital from L30bn to L50bn.

"What other bank could achieve something like that when its president was in prison?" a top Ambrosiano executive asked last week. It should be noted that the asking price for the new shares was L16,000 each compared with an over-the-counter market price of around L50,000.

But bankers of every hue here concede that the group itself is rock sound, and well and tightly run. In 1981, its total own resources, largely thanks to the capital increase, rose to L516bn from L207bn a year earlier.


Sig Roberto Calvi

Ambrosiano's Italian operations are concentrated in the rich north. Apart from Toro and Credito Varesinom, La Centrale—Italy's only answer to a French Banque d'Affaires or a British merchant bank—also controls Banca Cattolica del Veneto. Specialising in dealings with north-eastern Italy's thriving small and medium industry, Cattolica is one of the country's most profitable banks, reporting earnings of L71.2bn ($53m), up 42 per cent on 1980. Total assets of the "Calvi" banks reached L24,536bn ($18.5bn) at the end of 1981.

But the very wealth of the group has only served to increase scrutiny of its affairs. The Calvi trial itself sprang out of the investigations by the Bank of Italy. Undoubtedly too, Calvi's success has aroused equally powerful jealousies. The need to assure himself of political protection amply explains what payments have been made to politicians and parties.

Politics, moreover, heavily conditioned the Corriere affair, which may well have been the immediate cause of Calvi's judicial misadventures. What pressures induced him to take the stake? No one is really sure.

Yet La Centrale's agreement to sink L176bn in debt-ridden Rizzoli was the opposite of what might have been expected from so cold-blooded a financier, whose prime goal, as declared to his shareholders, was to increase profits on their behalf. But whoever may have cause to complain at Ambrosiano's performance, they do not. Dividends unfailingly have risen, but then again, who are the shareholders?

Between the end of 1980 and March 1982 (against a background of consistently unfavourable Press comment) their number rose to over 33,000 from 28,000. The Bank of Italy said that 32 per cent of Ambrosiano's capital belonged to 22 shareholders including 14 in Liechtenstein and Panama as well as the IOR, the Vatican's own bank. Today, however, 81 per cent of Ambrosiano's capital is in the hands of shareholders with less than 1,000 shares apiece. Calvi refutes allegations that he has ultimate ownership of the bank, behind a screen of foreign front companies.

More light may be shed by documents demanded by Consob, the stock market regulatory authority. These will accompany Ambrosiano's full Milan Bourse listing which is now expected in May.

The shareholders' meeting swept away the last obstacles to a Bourse quotation by abolishing the clause whereby the Ambrosiano board could vet new shareholders, and by naming Coopers and Lybrand to draw up consolidated accounts from 1983.

Ambrosiano listings are also planned in Brussels and Antwerp shortly—largely, it is said, at the instigation of Kreditbank of Brussels, which with 3.2 per cent of its capital is Ambrosiano's largest single shareholder, and also one of its partners in the Interalpha international bank group. Later this year Ambrosiano hopes to open a representative office in London.

Seven-man body

In compliance with one Bank of Italy request, Ambrosiano has installed a seven-man executive committee—among them Sig Orazio Bagnasco, the emerging financier who replaced Carlo de Benedetti of Olivetti as Ambrosiano's vice-chairman after the latter's tumultuous 65-day tenure at Ambrosiano.

The composition of the committee is most conspicuous for the absence of Carlo Pesenti, himself head of a privately-owned banking and financial group second only to Calvis. Rumours abounded that his recent arrival on Ambrosiano's board portended an alliance—if not effective merger—between the two.

Calvi rules this out, and understandably so. The size of Ambrosiano has already caused enough trouble. To join forces with another banking group also linked to the Catholic establishment would probably cause more still.

Just how morally and physically sapped Calvi has been is hard to judge. His self-control is remarkable. Today he seems as forceful and determined as ever to run things his way whatever the talk of his demise. But the appeal still has to be heard, and in Italy anything is possible, not least where legal proceedings are concerned.

Even so, perhaps the most striking lesson of the last year is that with or without Calvi, Ambrosiano is doing fine.

Sulzer faces sluggish demand

By John Wicks in Zurich

SULZER BROTHERS, the Swiss engineering group, hopes to be able to keep 1982 earnings up to last year's levels. Sluggish demand for capital goods and a strong Swiss franc "would make it difficult" to improve on 1981.

Last year, profits had risen by 10 per cent to SwFr 32m ($16.4m). Apart from 1980, this had been the lowest level of earnings for over 10 years. Turnover rose 6 per cent to SwFr 4.04bn so return on sales was reduced to no more than 0.8 per cent.

It was possible that this year would see a slight increase in overall turnover. Should this prove to be the case, the profit margins would "become even slimmer."

Last year suffered from losses in France where business proved much less satisfactory than expected. The loss of Cie. de Construction Mecanique Sulzer, jumped from FFr 6.5m ($1.04m) to FFr 71m.

Other losses included a deficit of DM 11m ($4.6m) on the part of the German division and a loss of £2.6m ($4.6m) by Sulzer Brothers (UK). The British loss resulted from divestment of its Hyde Packaging division.

Capital expenditure is again likely to fall in 1982. The group is, however, again intending to increase research and development spending, which in 1981 had reached SwFr 157m. It was concentrated on diesel engine and weaving - machinery development.

Belgian steel group posts further loss

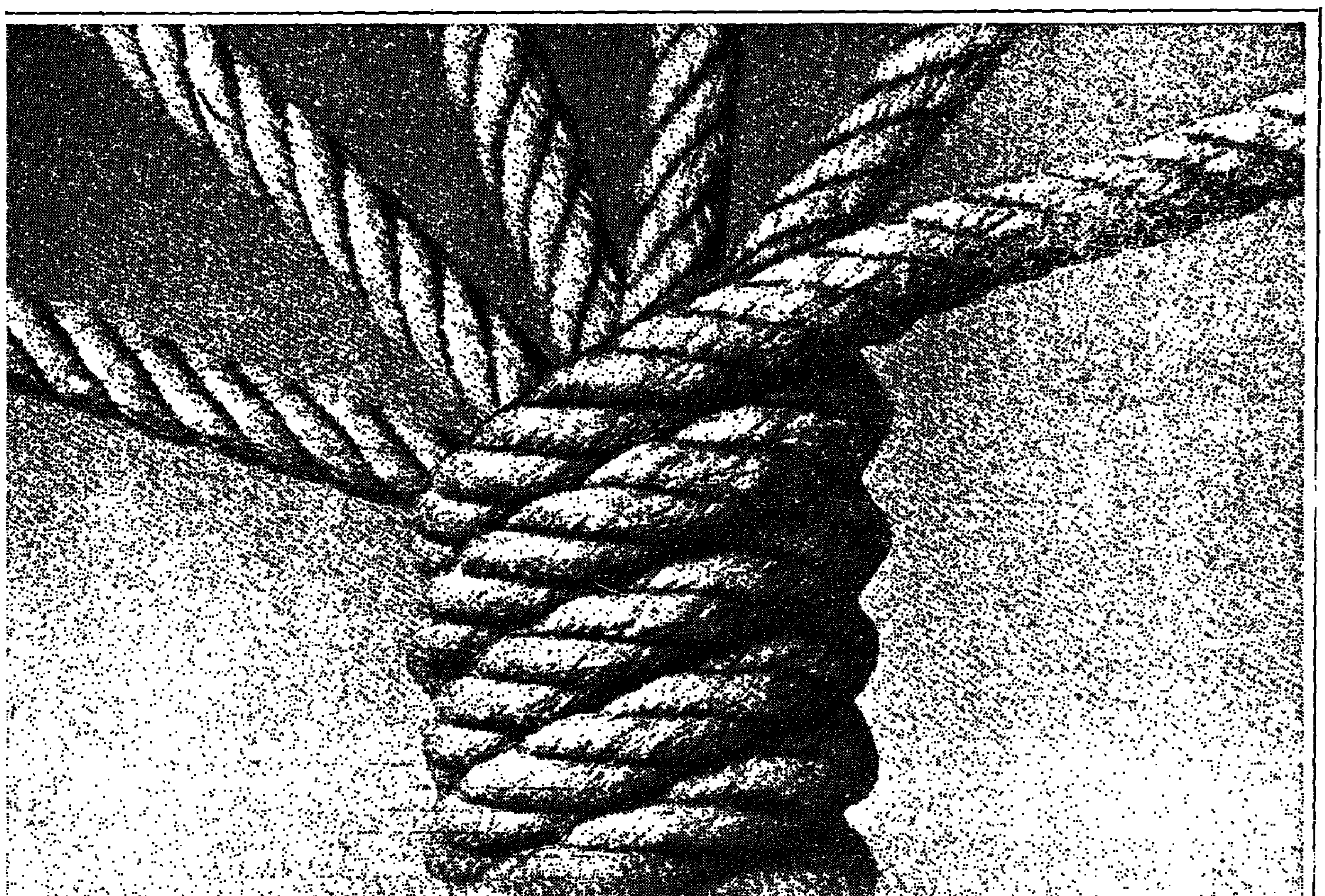
By Our Financial Staff

COCKERILL-SAMBRE, the Belgian steel company, lost BFr 17.7bn ($391.5m) in 1981, the company said.

The company was created last year when the Liege company, Cockerill, merged with the Charleroi group, Hainaut-Sambre, as part of the country's efforts to restructure its ailing steel industry. In 1980 the combined losses of the two companies were BFr 12.3 bn.

Cockerill suffered most of the 1981 losses, or BFr 11.8bn while the Charleroi operations recorded a BFr 5.9bn deficit.

Cockerill-Sambre, which is mainly government-owned, has been at the centre of a political controversy over proposed restructuring plans. Last month saw violent demonstrations in Brussels by steelworkers protesting at the loss of jobs.



Peter Montagnon reports on a major borrower's shift in strategy

Spain seeks finer terms on bonds

SPAIN HAS joined the growing list of international borrowers which are seeking to get more mileage out of the international bond market, as opposed to the Eurocredit market.

A group of top Spanish Government and public sector officials is visiting London this week in an effort to promote the name of Spain, not only among leading investment banks but also among some of the institutions such as pension funds which traditionally invest in the internatoinal bond market.

At the back of their minds is clearly the eventual possibility of floating a bulldog bond in the London market, although Mr David Potter, managing director of Samuel Montagu, which has organised the visit, stresses that no such issue is contemplated at the moment.

In past years Spanish borrowers from both the public and private sector have been very active on the Eurocredit market, raising $5.5bn in 1980 and $3.2bn in 1981, according to figures compiled by Morgan Guaranty.

But now Spain wants to explore the possibilites offered by the bond market, partly to improve the currency diversification of its foreign debt (about 85 per cent of which is denominated in U.S. dollars) and partly to add to that portion of its debt which is at fixed rather than volatile floating rates of interest.

There is, however, another element tinged with *machismo* in this approach. Spain wants to correct what it perceives to be unfair assessment of its credit rating in the bond markets.

"We have noticed," says Sr Jose Sartorius, finance director of the Instituto de Credito Official, "that while spreads for Spain are very low in the credit market, in the bond market we have had to pay more than countries which are weaker than us."

Spanish officials believe that this might change if bond investors become more accustomed to the names of Spanish borrowers. Such thinking is one factor behind a recent $100m, eight-year borrowing facility for Renfe, the national railways.

This is a hybrid between a bond and a credit as it involves the continuous sale of short-term money market paper at a margin of 20 basis points above six months London inter bank offered rate (Libor). Banks which underwrite the facility receive an underwriting fee of 0.25 per cent while the paper itself is aimed at non-banking institutions. Lead managers are Merrill Lynch and Samuel Montagu.

At the same time as Spanish borrowers are seeking to place greater emphasis on the bond market, there has already been a natural tendency this year for internationally syndicated credit activity to diminish.

Private sector borrowers, particularly, are beginning to show a greater preference for raising money on the new peseta syndicated loan market inside Spain itself. This frees them from exchange risk.

During the first three months of this year, Spanish borrowers raised only $312m in the syndicated credit market, compared with $1.2bn in the same period of 1981. Sr Juan Manuel de la Fuente of the Spanish Finance Ministry says there are no plans at the moment to catch up through additional foreign borrowing later in the year.

Net Spanish foreign borrowing in 1982 may simply turn out at only $1.5bn to $1.6bn, he says, instead of the $2.7bn originally targeted.

Within this original target the public sector had been expected to raise $3bn gross and the private sector $2.5bn, he says. At the moment the private sector appears likely to raise only half the amount allocated originally.

Spanish officials are also firm in rebutting suggestions from some Euromarket quarters that Spain was an over-borrowed country. Foreign borrowing by both the public and private sector is closely controlled, and the total outstanding debt is small in comparison with external reserves of $14.5bn.

They also hope that their efforts to tap the bond markets will be aided by signs of an improvement in Spain's current account balance of payments deficit, which is officially projected to fall to around $2bn this year from around $5bn

But the bond markets still pose a problem for Spain in that interest rates remain rather high for the contraction of fixed-rate debt. For this reason an eventual bulldog issue could come later rather than sooner, bankers believe.

Meanwhile the country has still not deserted the syndicated credit market. It is currently raising a $450m credit on the basis of a margin of ⅜ per cent for the first five years, rising to ½ per cent for the remaining five. Lenders may also contribute funds over the U.S. prime rate at a split margin of 0.15 per cent rising later to 0.25 per cent.

GROWTH OF SPAIN'S FOREIGN DEBT
($M total at end-year)

	1977	1978	1979	1980	1981
Public sector	6,790	6,961	7,510	9,117	10,911
Private sector with public guarantee	1,095	1,217	1,319	1,333	1,364
Private sector	5,074	6,549	7,792	10,509	12,734
Total	12,959	14,727	16,621	20,959	25,009

Source: Bank of Spain

Antony Gibbs shows £3m loss

BY ROBERT COTTRELL IN HONG KONG

ANTONY GIBBS Holdings, the London merchant banking subsidiary of Hong Kong and Shanghai Banking Corporation, incurred a net loss of £3.1m ($5.5m) in 1981. The result, detailed in the parent bank's newly-published annual report, follows a loss of £3.7m in 1980. But HSBC says it expects Gibbs to make a "worthwhile contribution to profits in 1982."

HSBC explains that the disposal of most of Antony Gibbs' manufacturing activities in Australia resulted in a "substantial exceptional loss," which was a major contributor to the overall loss for 1981. A further rationalisation of activities in Latin America has also taken place. The UK business is said to have traded profitably in 1981 before taking into account further provisions against debts arising in a business which, HSBC says, has now been discontinued.

On HSBC's bid for the Royal Bank of Scotland, which together with a rival bid by Standard Chartered was blocked by the British Government, Mr Michael Sandberg, the HSBC chairman, says in his annual statement: "We had hoped, and still believe, that partnership with the Royal Bank group would have assisted its development and would have provided both groups with an opportunity for international expansion. It remains our belief that by linking with the Royal, we would have made a major contribution to increased competition in British banking."

Mr Sandberg adds that HSBC will "continue to expand our presence in the United Kingdom and Europe in ways consistent with our strategy of meeting the market's need for the widest possible range of financial services."

Mr Bernard Asher, a general manager, said in Hong Kong yesterday that Mr Sandberg's words should not be construed as meaning that HSBC was now planning another bite at the Royal Bank. The group saw ample opportunity in Europe, said Mr Asher.

The group's review of operations includes the following points:

- Marine Midland Banks made a post-tax operating profit of US$ 87.25m in 1981, compared with the previous year's US$ 58.4m. Against a background of widespread expectations that U.S. inter-state banking regulations will ease, Marine Midland expects to develop "enriched correspondent relationships" such as its investment in the Industrial Valley Bank of Philadelphia.
- Hang Seng Bank made a 1981 post-tax profit of HK$ 594.4m (US$102m), against the previous year's profit of HK$ 487.3m, while total assets rose from HK$ 23.4bn to HK$ 32.3bn. The bank made its overseas debut in the Bahamas.
- Mercantile Bank raised profits from £1.4m in 1980 to £1.7m in 1981, though Japanese profits were lower.
- Wardley raised profits from HK$ 161.9m in 1980 to HK$ 201m in 1981, while total assets rose to HK$ 16.3bn from HK$ 10.5bn. Authorised and issued share capital was increased from HK$ 250m to HK$ 600m at the year-end. Further overseas development of investment management is planned for 1982. Profits were lower at bullion associate Sharps Pixley Wardley.

Daiei lifts earnings and sales

By Yoko Shibata in Tokyo

DAIEI, Japan's largest chain store operator and largest retailer, lifted unconsolidated sales and earnings in the fiscal year ended February 28, but both sales and earnings fell short of the original target

Daiei's unconsolidated operating profits were Y21bn ($86.7m), up 5 per cent over the previous year. Unconsolidated net profits rose by 3.2 per cent to reach Y9.8bn, on sales of Y1,216bn ($5bn), up 7.2 per cent over the previous fiscal year. Profits per share were Y34.75, compared with Y39.49 in the previous year. The final dividend was raised by Y0.75 to Y8.25.

The company blamed lower than expected sales and earnings on the transfer of stores in the island of Kyushu to Kyushu Daiei Company. If the amount transfered to Kyushu Daiei were included, the company's sales would have increased by 9.1 per cent and operating profits would have been 11.6 per cent ahead.

Within the total turnover, sales of clothing accounted for 26.6 per cent (up 7.8 per cent); food for 36.7 per cent (up 8.3 per cent); household goods for 17.1 per cent (up 13.4 per cent); and leisure and hobbies accounted for 10.2 per cent (up 12.2 per cent).

Despite active expansion in its sales area achieved by opening eight new stores, Daiei experienced only single-figure growth in revenue, which it attributed to the general sluggishness of the economy, a shortfall in household income, and warm winter weather which depressed sales of winter clothing.

In the current fiscal year ending February 1983, full year operating profits are projected at Y22.5bn, a rise of 6.9 per cent, net profits at Y10bn, up 1.8 per cent, on sales 6.9 per cent up at Y1,300bn.

- Sumitomo Chemical Company blames sluggish demand for petrochemical products and a fall in product prices for a 72.7 per cent drop in consolidated net income for the year ended December 31, to Y2.42bn ($10m) from Y8.86bn in the previous year. Sales fell by 3.3 per cent, to Y694.6bn from Y718bn.

Strong advance at Straits Times

By Georgie Lee in Singapore

GROUP PRE-TAX profit at the Straits Times Press (1975) rose by 29 per cent to S$12.7m (U.S.$5.9m) for the half year ended February 1982.

Turnover rose by 20 per cent to S$60.8m (U.S.$28.3m). Trading profit before tax increased by 10.4 per cent to S$10.8m while investment income more than doubled to S$1.9m. The group declared an interim gross dividend of 5 per cent.

Straits Times, which is Singapore's only English-language newspaper publisher, also said that recent government moves to restructure the newspaper industry were not likely to have any significant impact

The restructuring exercise requires the group to give up its afternoon daily newspaper, New Nation and the Sunday Nation to a rival newspaper company which has yet to commence publication. In return it will be given a permit to publish an afternoon Chinese newspaper and will not have to face any competition for three years to its main morning daily

Umal and Smorgan vie for Australian glass group

BY IAN PERKIN IN MELBOURNE

UMAL CONSOLIDATED and Smorgan Consolidated Industries yesterday declared themselves as bidders for Glass Containers, Australia's only independent glassmaker.

Umal Consolidated, the group floated locally some years back to take up a 10.8 per cent interest in Utah Development, the coal group controlled by General Electric of the U.S., is bidding A$2.10 a share or A$35m (US$36.8m) for the glass group. Smorgan Consolidated, a large privately-owned meat and packaging company, has countered with a bid of A$2.20 a share or A$36.75m.

Glass Containers is an associated company of the Consumer Glass Company of Canada and is the only competitor in the Australian consumer glass market to the giant, diversified Australian Consolidated Industries (ACI).

Glass Containers' shares were selling at A$1.70 a share before the bid was announced, having moved up from A$1.15 a share on previously unexplained buying.

Umal already has a 5.8 per cent stake in Glass Containers and the key to the success of either company's bid will be where Canada's Consumer Glass Company decides to place its 45 per cent holding in the local company.

Consumer Glass is known to be anxious to sell out of the Australian operation because of its slow progress towards profitability—it went several years before making inroads into the local market—and the present high costs of the operation.

For Umal, success in its bid would mean another diversification for the group away from coal, following its acquisition two years ago of Mineral Deposits, the mineral sands producer.

For Smorgan Consolidated, the acquisition would mean a further addition to its already extensive interests in paper and steel.

15th MAY 1982 REDEMPTION

PROVINCE OF NOVA SCOTIA (CANADA)

U.S. $15,000,000 9% Bonds 1985

REDEMPTION OF BONDS

The Province of Nova Scotia announces that for the redemption period ending on 15th May 1982 it has purchased bonds of the above loan for U.S.$200,000 nominal capital which have been duly cancelled.

The nominal amount of bonds to be drawn for redemption at par on 15th May 1982 to satisfy the current redemption obligation is accordingly U.S.$1,300,000 and the nominal amount of this loan remaining outstanding after 15th May 1982 will be U.S.$4,500,000.

DRAWING OF BONDS

Notice is accordingly hereby given that a drawing of bonds of the above loan took place on 6th April 1982 attended by Mr. Keith Francis Croft Baker of the firm of John Venn & Sons, Notary Public, when 1,300 bonds for a total of U.S.$1,300,000 nominal capital were drawn for redemption at par on 15th May 1982, from which date all interest thereon will cease.

The following are the numbers of the bonds drawn:

11	30	41	86	135	144	145	149	152	160	163	179	182	202	203	205	209	211	214	219
235	260	266	270	290	297	312	340	350	396	398	399	407	415	428	430	433	442	445	453
455	457	458	460	476	514	522	532	559	560	614	620	629	673	690	696	700	701	720	749
750	755	764	766	768	812	850	851	854	900	911	931	939	953	960	970	975	992	993	995
1005	1006	1009	1013	1018	1021	1025	1029	1037	1042	1046	1053	1055	1057	1066	1071	1095	1106	1112	1123
1135	1143	1146	1156	1171	1195	1221	1234	1236	1238	1243	1281	1297	1299	1314	1316	1321	1338	1343	1349
1350	1356	1368	1409	1421	1459	1481	1483	1499	1517	1518	1532	1534	1535	1541	1546	1553	1559	1560	1565
1567	1572	1578	1583	1585	1586	1594	1599	1601	1617	1633	1657	1661	1670	1674	1686	1687	1698	1735	1739
1760	1773	1778	1814	1817	1818	1821	1832	1841	1871	1897	1926	1933	1934	1944	1948	1974	1980	1983	2007
2014	2025	2029	2031	2034	2037	2047	2051	2105	2113	2116	2124	2155	2158	2164	2171	2182	2186	2192	2194
2213	2225	2229	2238	2242	2254	2269	2270	2311	2312	2320	2322	2326	2336	2346	2357	2365	2398	2417	2424
2426	2427	2433	2446	2453	2465	2469	2478	2486	2487	2530	2548	2555	2579	2597	2611	2628	2635	2642	2643
2650	2670	2682	2716	2723	2732	2733	2735	2747	2749	2761	2762	2764	2770	2788	2830	2838	2840	2860	2875
2877	2886	2893	2904	2912	2914	2915	2923	2924	2928	2936	2945	2951	2967	2976	2979	2981	2988	2989	2994
3010	3023	3047	3055	3062	3075	3082	3092	3106	3119	3170	3239	3241	3246	3252	3279	3299	3311	3317	3326
3329	3340	3353	3370	3376	3391	3411	3414	3416	3421	3451	3452	3461	3471	3476	3478	3479	3484	3487	3523
3524	3526	3541	3542	3543	3549	3559	3561	3572	3574	3576	3578	3579	3586	3591	3597	3602	3603	3614	3631
3651	3658	3659	3670	3675	3682	3723	3737	3744	3748	3755	3775	3776	3779	3781	3784	3789	3795	3796	3815
3816	3829	3837	3839	3861	3864	3888	3890	3893	3896	3910	3927	3935	3942	3971	3972	4040	4048	4049	4050
4054	4061	4092	4095	4113	4131	4134	4136	4159	4162	4166	4176	4189	4192	4196	4200	4222	4234	4243	4261
4284	4286	4289	4290	4295	4301	4303	4307	4311	4312	4322	4338	4342	4351	4354	4357	4364	4377	4384	4389
4400	4405	4430	4462	4480	4482	4494	4513	4514	4520	4522	4531	4556	4561	4564	4575	4595	4597	4620	4622
4624	4626	4632	4665	4667	4671	4676	4700	4708	4711	4734	4739	4748	4763	4767	4800	4811	4830	4839	4840
4841	4846	4850	4851	4872	4890	4902	4907	4911	4919	4927	4939	4961	4977	4994	4998	5004	5005	5031	5034
5057	5061	5068	5070	5091	5096	5101	5109	5112	5121	5129	5145	5161	5162	5169	5171	5180	5181	5213	5241
5245	5250	5251	5269	5283	5296	5301	5303	5319	5322	5327	5328	5330	5331	5335	5341	5347	5354	5357	5375
5411	5444	5456	5497	5515	5527	5530	5557	5566	5583	5585	5615	5619	5621	5638	5645	5662	5667	5668	5675
5681	5688	5689	5715	5720	5727	5735	5739	5748	5761	5764	5768	5772	5815	5827	5835	5836	5856	5874	5924
5929	5933	5952	5959	5967	5971	5975	5978	5993	6004	6055	6058	6060	6061	6088	6102	6110	6119	6121	6126
6135	6152	6163	6167	6181	6197	6198	6200	6207	6220	6251	6293	6297	6298	6299	6300	6309	6312	6317	6318
6321	6337	6349	6358	6360	6371	6391	6454	6465	6469	6486	6497	6499	6500	6508	6509	6512	6515	6519	6538
6540	6542	6545	7105	7113	7115	7117	7118	7143	7147	7150	7152	7165	7186	7212	7238	7251	7253	7254	7258
7267	7272	7278	7280	7284	7287	7289	7291	7311	7313	7316	7319	7337	7347	7348	7352	7362	7376	7378	7392
7422	7433	7442	7452	7458	7504	7509	7513	7514	7518	7520	7548	7552	7571	7575	7607	7608	7652	7655	7657
7664	7683	7714	7745	7750	7752	7768	7782	7787	7834	7838	7841	7879	7888	7896	7906	7920	7924	7928	7948
7979	7984	7985	8050	8052	8058	8072	8079	8095	8100	8109	8118	8128	8153	8178	8180	8188	8197	8210	8216
8237	8249	8250	8253	8261	8266	8269	8297	8302	8308	8311	8320	8329	8337	8339	8352	8354	8370	8382	8390
8405	8406	8451	8458	8470	8482	8483	8485	8492	8494	8496	8503	8508	8532	8539	8556	8560	8561	8583	8585
8595	8604	8616	8625	8637	8649	8663	8689	8690	8691	8692	8694	8711	8726	8730	8734	8747	8749	8750	8762
8766	8782	8802	8812	8817	8832	8837	8843	8846	8852	8861	8864	8865	8873	8876	8885	8891	8896	8901	8917
8927	8941	8952	8953	8967	8982	8994	9007	9013	9017	9028	9068	9072	9077	9085	9157	9159	9191	9203	9206
9239	9248	9256	9257	9258	9263	9284	9293	9294	9296	9318	9329	9332	9338	9340	9362	9363	9369	9426	9435
9441	9449	9470	9502	9503	9504	9529	9531	9532	9545	9554	9557	9560	9565	9569	9570	9585	9592	9595	9602
9628	9632	9644	9660	9670	9676	9697	9698	9710	9725	9764	9765	9784	9791	9793	9807	9808	9820	9824	9836
9844	9845	9858	9883	9903	9906	9907	9912	9923	9924	9939	9947	9969	9982	9992	9997	10012	10013	10033	10034
10045	10048	10065	10070	10075	10084	10087	10126	10144	10176	10182	10202	10215	10220	10238	10243	10244	10246	10258	10267
10271	10278	10292	10304	10315	10325	10329	10334	10351	10370	10407	10413	10419	10459	10469	10479	10506	10507	10512	10517
10522	10552	10563	10578	10581	10584	10590	10593	10602	10620	10646	10652	10656	10657	10663	10711	10717	10740	10742	10756
10775	10776	10778	10787	10789	10820	10852	10855	10863	10906	10909	10942	10944	10954	10960	10972	10988	11023	11034	11045
11048	11061	11065	11066	11077	11099	11113	11133	11146	11147	11176	11193	11217	11222	11232	11245	11258	11264	11266	11274
11287	11324	11330	11341	11345	11424	11427	11432	11435	11436	11512	11513	11558	11564	11565	11567	11575	11580	11608	11615
11625	11648	11652	11658	11668	11678	11681	11682	11700	11705	11715	11728	11730	11754	11757	11758	11759	11791	11801	11807
11808	11834	11836	11842	11860	11910	11913	11916	11926	11927	11929	11942	11943	11948	11965	11975	11976	11982	12011	12025
12043	12046	12058	12083	12088	12093	12097	12115	12121	12131	12135	12148	12153	12157	12165	12169	12184	12187	12194	12195
12200	12219	12221	12223	12224	12231	12243	12245	12292	12359	12376	12380	12400	12413	12578	12589	12622	12628	12672	12675
12685	12692	12706	12708	12754	12755	12788	12795	12803	12805	12808	12818	12830	12842	12844	12853	12856	12858	12869	12876
12904	12941	12949	12950	12956	12959	12978	12980	12983	12986	12995	13008	13013	13030	13031	13035	13038	13046	13049	13050
13055	13060	13068	13077	13083	13094	13097	13100	13111	13117	13125	13130	13165	13174	13179	13180	13191	13196	13206	13227
13240	13252	13265	13295	13297	13299	13300	13317	13319	13327	13328	13339	13341	13342	13344	13379	13387	13389	13390	13392
13397	13420	13442	13445	13448	13455	13460	13468	13472	13484	13489	13496	13498	13502	13533	13535	13597	13599	13607	13616
13618	13620	13648	13656	13665	13669	13677	13685	13690	13691	13692	13693	13714	13716	13720	13733	13743	13752	13759	13767
13775	13776	13830	13842	13846	13849	13856	13857	13893	13899	13918	13928	13946	13948	13985	13993	14000	14003	14007	14011
14059	14074	14093	14116	14117	14134	14151	14156	14159	14163	14166	14175	14177	14189	14205	14226	14227	14251	14257	14260
14290	14306	14308	14309	14326	14330	14343	14444	14463	14466	14470	14485	14487	14501	14507	14512	14533	14546	14547	14573
14585	14587	14588	14605	14606	14643	14657	14689	14716	14718	14936	14941	14942	14960	14963	14971	14982	14986	14991	14992

Witness: K. F. C. Baker, Notary Public.

The above bonds may be presented for redemption at par on or after 15th May 1982 at the offices of the paying agents named on the coupons for payment in the manner specified in Condition 4 of the Terms and Conditions of the bonds. Each of these bonds when presented for redemption must bear the coupon dated 15th May 1983, and all subsequent coupons, otherwise the amount of the missing coupons will be deducted from the sum to be repaid.

Principal Paying Agent: N. M. Rothschild & Sons Limited, New Court, St. Swithin's Lane, London EC4P 4DU.

23rd April 1982

WORLD STOCK MARKETS

NEW YORK

Stock	April 21	April 20
ACF Industries	36½	36⅝
AMF	18⅝	18¼
AM Intl	1½	1½
ARA	25¼	25⅛
ASA	33¾	33⅜
AVX Corp	19½	19¾
Abbot Labs	30	30¼
Acme Cleve	21⅜	22
Adobe Oil & Gas	18½	17¾
Advanced Micro	25⅜	25½
Aetna Life & Gas	42⅝	42¼
Ahmanson (H.F.)	11	10¾
Air Prod & Chem	35½	35⅝
Akzona	9⅞	10
Albany Int	24¾	24⅝
Alberto-Culv	14	14
Albertson's	27⅛	27¾
AlcanAluminium	18½	18⅛
Alco Standard	20	20
Alexander & Al	29½	29½
Alegheny Intl	29⅝	29⅞
Allied Corp	32½	32⅞
Allied Stores	31½	30¾
Allis-Chalmers	14⅝	14½
Alpha Portd	10⅝	10⅝
Alcoa	25	25⅛
Amal. Sugar	47	46⅞
Amax	26¾	26⅝
Amdahl Corp	19⅝	20⅛
Amerada Hess	18⅞	18⅛
Am. Airlines	14¼	14
Am. Brands	42⅝	42⅝
Am. Broadcast'g	35⅛	35⅝
Am. Can	27½	26⅞
Am. Cyanamid	27	26⅝
Am. Elect. Powr.	17⅞	17⅝
Am. Express	49⅞	49½
Am. Gen. Insnce.	41⅝	41⅞
Am. Hoist & Dk	13⅞	13⅛
Am. Home Prod	36¼	36⅛
Am. Hosp. Supply	45⅞	44⅞
Am. Medical Intl	22⅛	22⅜
Am. Motors	3⅝	3⅝
Am. Nat. Resces	34	34
A m.Petfina	60⅜	60⅛
A m.Quasar Pet.	9¼	9⅝
Am. Standard	26¾	26¼
Am. Stores	37⅝	37⅞
Am. Tel. & Tel.	56⅛	55⅝
Ametek Inc	27½	27¾
Amfac	22⅞	23¼
AMP	57⅞	56½
Amstar	22⅜	22⅜
Amstead Inds	24	24⅝
Anchor Hockg	15⅛	15⅛
Anheuser-Busch	47⅞	47⅛
Archer Daniels	16½	16¼
Armco	19	18⅞
Armstrong CK	15½	15½
Asamera Oil	8	7⅞
Asarco	21⅛	21⅛
Ashland Oil	22	22⅛
Assd D Goods	32¾	31⅝
Atlantic Rich	37⅝	36⅞
Auto-Data Prg	26	26⅝
Avco	18	16⅞
Avery Intl	25⅝	25⅜
Avnet	49⅝	49⅜
Avon Prod	26	25⅞
Baker Intl	28⅛	29
Balt. Gas & El	25½	25⅜
Ban Cal	24½	24⅞
Bangor Punta	17½	17½
Bank America	19	18⅞
Bank of N.Y.	41⅛	41⅝
Bankers Tst.N.Y.	34½	34½
Barry Wright	17	16⅞
Bausch & Lomb	44⅛	45⅝
Baxt Trav Lab	33⅞	34⅜
Beatrice Foods	19⅝	19⅛
Beker Inds	6⅝	6⅛
Bell & Howell	25¼	25
Bell Industries	17⅝	17⅞
Bendix	52½	52⅛
Beneficial	19⅝	18
Beth Steel	22⅞	22⅝
Big Thee Inds	20⅞	21⅛
Black & Decker	15⅞	15⅝
Block HR	33⅝	33⅞
Blue Bell	24⅛	24½
Boeing	20⅛	19⅛
Boise Cascade	28½	28⅞
Borden	33⅛	33⅛
Borg Warner	26½	26⅛
Braniff Intl	2⅛	2
Briggs Stratn	24⅞	24⅝
Bristol-Myers	56⅛	56⅜
BP	21	21
Brockway Glass	14¼	14⅜
Brown Forman B	36⅝	37⅜
Brown Grp	30¾	30⅛
Brown & Sharp	16	16⅛
Browng Ferris	32¾	31⅞
Brunswick	17¼	17⅛
Bucyrus-Erie	15¾	15⅞
Burlington Ind	22⅝	22¾
Burlington Nrthn	45⅛	45⅝
Burndy	19¾	19⅞
Burroughs	35⅛	35⅛
CBI Inds	35¾	35⅛
CBS	41⅝	42⅛
CPC Intl	37	36⅞
CSX	46½	47⅜
Campbell Red L	12¾	12⅝
Campbell Soup	35	34⅞
Campbell Tagg	23⅝	23½
Canal Randolph	28⅛	28⅝
Can. Pacific	25⅛	25¾
Carlisle Corp	25	24¼
Carnation	31	31
Carp Tech	33½	33¼
Carter Hawley	13¾	13¾
Caterpillar	45	44⅝
Celanese Corp	55⅝	54
Centex	22	21⅛
Central & Sw	16	16
Central Soya	11⅛	11¼
Central Tel Util	30	30¼
Certain-teed	12	11⅞
Cessna Aircraft	17⅝	17⅛
Champ Home Bld	2½	2⅝
Champ Int	15⅞	15⅞
Champ Sp Plug	7⅞	7¾
Charter Co	8⅛	8⅛
ChaseManhatt'n	56⅛	56⅛
Chemical NY	35⅝	35
Chesse Pond	36⅛	36⅝
Chicago Pneum	14⅛	14
Chrysler	5½	5
Chubb	45½	45⅞
Cigna	53⅛	54⅜
Cincinnati Mil	24½	24⅝
Citicorp	29	28⅝
Cities Service	33¾	31⅛
City Invest	25⅝	22⅞
Clark Equipment	23⅛	23
Cleve Cliffs Iron	25⅞	24
Coro X	13⅞	13⅞
Cluett Peaby	16⅛	16⅛
Coca Cola	34⅜	34⅜
Colgate Palm	18⅝	18⅛
Collins Aikman	13	12⅝
Colt Inds	24⅝	24⅞

Stock	April 21	April 20
Columbia Gas	33	32½
Columbia Pict	70⅜	70
Combined Int	20⅞	20⅞
Combustn. Eng	26	25⅛
Cmwlth.Edison	21⅛	21⅛
Comm.Satellite	62	60⅞
Comp. Science	11⅛	12
Cone Mills	30	30
Conrac	36⅛	25⅛
Cons. Edison	37⅜	37⅛
Cons. Foods	35⅝	35⅝
Cons. Freight	38½	38
Con. Nat. Gas	46	45⅞
ConsumerPower	17½	17⅛
Cont. Air Lines	4⅞	4⅞
Contl. Corp	28½	27⅛
Contl. Group	30	30⅛
Contl. Illinois	30	29⅞
Contl. Telep	17	17⅛
Control Data	29¾	30½
Cooper Inds	34½	38¾
CoorsAdolph	12	12
Copperweld	25⅛	26
Corning Glass	45⅛	45⅜
Corroon Black	20¼	20⅛
Cox Broadcast'g	31	31
Crane	27½	27⅞
Crocker Nat	28⅛	28⅛
Crown Cork	23⅝	23⅛
Crown Zell	23¼	23⅛
Cummins Eng	38⅝	38⅞
Curtiss-Wright	40⅛	39¾
Damon	7½	7⅛
Dana	25⅝	26
Dart & Kraft	52⅞	51⅝
Data Gen	34⅛	34⅝
Dayton-Hudson	34	34⅛
Deere	33⅝	34
Delta Air	30⅜	30⅝
Denny's	23⅜	23
Dentsply Intl	17⅞	17⅝
Detroit Edison	12⅛	12
Diamond Intl	38⅛	38½
Diamond Shank	21⅞	21⅝
D'Giorgio	9⅞	10
Digital Equip	81	81⅞
Dillingham	12⅛	12
Dillon	20⅞	20⅛
Disney (Walt)	56½	56⅝
DomeMines	11⅛	11⅛
Donnelly (RR)	44⅛	44⅝
Dover Corp	23⅞	24⅛
Dow Chemical	22¾	22⅛
Dow Jones	46⅛	45⅜
Dresser	21⅝	22⅜
Dr. Pepper	12⅛	11½
Duke Power	25	22⅞
Dun & Brad	65⅝	65⅜
DuPont	34⅞	34⅜
EG & G	17¼	17⅛
Easco	18⅞	18⅞
Eastern Airlines	6⅛	6⅛
Eastern Gas & F	22⅛	22⅛
Eastman Kodak	73⅛	73⅝
Eaton	29¼	28⅛
Echlin Mfg	14⅛	13⅞
Eckherd Jack	20⅝	20⅛
Electronic Data	26⅝	26⅛
Elect. Memories	4⅛	3⅞
El Paso	24⅝	24½
Emerson Elect	46⅛	46⅝
Emery Air Fgt	8⅛	8⅛
Emhart	32⅞	33⅛
Engelhard Corp	22⅛	22⅛
Enserch	20¼	20½
Esmark	46¼	45
Ethyl	19½	20¼
Evans Prods	12½	12⅛
Ex Cell O	23	23⅛
Exxon	27⅜	28
FMC	26⅛	26⅝
Faberge	16⅛	16
Fedders	3⅝	3⅜
Federal Co	22¼	22⅛
Federal-Mogul	21⅝	21⅛
Fed. Nat. Mort	9⅝	8⅞
Fed. Paper Brd	28	28
Fed. Resources	1⅛	1⅛
Fed. Dep. Stores	44⅛	43⅝
Fieldcrest Ml	22	22
Firestone	10⅛	10⅛
1st Bank System	31½	31⅝
1st Charter Fin	9⅝	8⅝
1st Chicago	19⅛	19⅛
1st City BankTex	24½	24
1st Interstate	28⅛	28⅞
1st Mississippi	9¼	9⅜
1st Nat. Boston	24⅝	24⅝
1st Penn	3⅛	3⅛
Fisons	5⅜	5⅜
Fleetwood Ent	14⅛	13⅞
Flexi-van	15⅝	15⅛
Florida Pwr & L	31⅛	31⅛
Ford Motor	21⅝	21⅛
Foremost Mck	32	31⅞
Foster Wheeler	12⅝	12⅜
Freeport McM	17⅞	17⅛
Fruehauf	17⅛	17⅛
GAF	13½	13⅜
GATX	29⅜	29¼
Gannet	35⅛	35⅛
Geico	20⅜	19⅛
Gen Am Invest	15⅝	15
Gen Cinema	40¼	40⅛
Gen Dynamics	28⅛	28⅛
Gen Electric	65⅛	63⅛
Gen Foods	37¼	37⅛
Gen Instrument	39	38⅞
Gen Mills	39⅝	40
Gen Motors	42⅛	40⅞
Gen Pub Utilities	5⅛	5⅛
Gen Signal	37⅝	37⅜
Gen Telep Elec	30¼	30
Gen Tire	19½	19½
Genesco	4¼	4
Genuine Parts	36⅜	36⅜
Georgia Pac	16¼	15⅝
Geosource	50	48¾
Gerbes Prod	28⅝	28½
Getty Oil	48⅞	48½
Giddins Lewis	18½	18⅜
Gillette	35⅝	34⅞
Global Marine	12¾	13⅛
Goodrich (BF)	19⅞	20
Goodyear Tire	23½	22⅝
Gould	24⅜	24
Grace	39¾	39⅛
Grainger (WW)	39¼	39¼

Stock	April 21	April 20
Gt. Atl. Pac. Tea	5⅛	6
Gt. Basins Pet	3⅛	3
GtNthn. Nekoosa	36⅞	37⅛
Gt. West Financl	10¼	9⅞
Greyhound	14	14¼
Grumman	26⅛	26
Gulf & Western	15¼	15⅜
Gulf Oil	31⅛	31⅞
Hall (FB)	29⅝	30⅜
Halliburton	33¼	34⅛
Hammermill Ppr	26⅛	26
Handleman	13	13¼
Hanna Mining	33⅛	33½
Harcourt Brace	16¼	14½
Harris Bancp	28⅜	28½
Harris Corp	31⅝	32⅛
Harsco	18¼	18½
Hecla Mining	8⅞	8⅝
HeinzHJ	30⅞	31
Heller Intl	20	18½
Hercules	20	19½
Hershey	40⅝	40⅝
Heublein	40⅛	40⅜
Hewlett Pkd	43¼	44⅛
Hilton Hotels	36½	36½
Hitachi	—	—
Holiday Inns	26⅛	26½
Holly Sugar	45⅝	46⅛
Homestake	24⅜	24⅝
Honeywell	66	67
Hoover	9¾	9⅝
Hoover Uni	17	16½
Hormel Geo.V	24	24⅛
Hospital Corp	32⅝	32¼
Household Intl	17⅛	17⅛
Houston Inds	19⅞	19⅝
Hudson Bay Mng	14⅜	14⅛
Hughes Tool	25⅛	26½
Humana	25	25⅜
Husky Oil	6¼	6¼
Hutton (EF)	31⅝	29⅛
ICInds	29⅝	30
IU Int	13⅛	13⅛
Ideal Basic Ind	15⅛	15⅞
Ideal Toy	12⅝	11⅝
ICI ADR	5⅝	5⅜
Imp Corp Amer	6⅛	6⅛
INCO	11	11¼
Ingersol Rand	46⅛	46⅛
Inland Steel	22	22⅜
Intel	21	21
Inter First Corp	24½	24¼
Interlake	28	28⅝
Inter North	27⅛	28
IBM	65⅞	63⅛
Intl. Flavours	17⅞	18⅛
Intl. Harvester	4⅛	4⅛
Int.Income Prop	8⅛	8⅛
Int.Paper	36	36⅜
Int. Rectifier	11⅝	12
Int. Tel & Tel	25⅜	25⅛
Irving Bank	41⅝	41¼
James (FS)	22⅛	22¼
Jeffn-Pilot	29⅝	29¼
Jewel Cos	32⅞	32⅝
Jim Walter	17⅝	17⅜
Johnson Contr	24	23⅛
Johnson & Jns	37⅛	37⅛
Johnthan Logan	14⅛	14⅛
Joy Mnf	26⅞	27⅛
K. Mart	19⅝	19⅞
Kaiser Alum	12⅛	12⅝
Kaiser Steel	29¼	29⅝
Kaneb Services	15⅝	15⅛
Kaufman Brd	8⅞	8⅛
Kay Corp	10	10
Kellogg	24⅛	24⅞
Kennametal	31⅛	31⅞
Kerr-McGee	30⅛	28⅛
Kidde	23	22⅝
Kimberley-Clark	61⅛	63⅝
King's Dept St	2⅞	3
Knight Rdr. Nws	30⅞	30⅝
Koppers	15	15¼
Kroehler	7⅛	7¼
Kroger	30⅛	29⅞
LTV	13⅝	13⅞
Lanier Bus. Prod	15⅛	15⅝
Lear-Siegler	26⅞	26⅞
Leaseway Trans	27	27
Lenox	36⅞	37¼
Levi Strauss	22⅞	22⅞
Levitz Furntr	25	24⅞
Libby Owens Fd	22⅛	22⅝
Lilly (Eli)	61⅛	62
Lincoln Nat	41⅞	40⅞
Litton Inds	49⅛	49⅛
Lockheed	54⅜	53⅞
Loews	96⅛	96⅞
Lone Star Inds	20½	21⅛
Longs Drug Strs	28⅜	28⅜
Louisiana Land	30⅛	31
Louisiana Pac	18⅛	18⅜
Lowenstein	27⅛	28¼
Lubrizol	20⅞	20⅛
Lucky Strs	15	14⅞
M/A Com. Inc	21¼	21⅛
MCA	53	53⅛
MacMillan	15⅜	15⅞
Mac	32⅝	33¼
MfcrsyHanover	31¼	31⅛
Manville Corp	13⅛	13⅝
Mapco	31⅛	30⅝
Marine Mid	22⅛	22⅛
Marriott	38¼	38⅛
Marsh McLenn	34⅜	34⅞
Marshall Field	29⅛	29⅜
Martin Mtta	29¼	29⅛
Maryland Cup	34⅛	34⅛
Masco	34⅛	34
Massey-Fergn	1⅜	1⅝
Mass Multi.Corp	18⅝	18⅛
Mattel	18⅞	18½
May Dept. Strs	27⅝	27⅛
Maytag	27¼	27
McCulloch	10⅝	10⅝
McDermott (JR)	22⅛	22⅜
McDonalds	69	68¼
McDonnell Doug	36	36½
McGraw Edison	28⅛	29
McGraw-Hill	49	48¾
McLean Trukg	12½	12½
Mead	20½	20½
Media Genl	37⅞	37⅛
Medtronic	42½	40⅝
Mellon Natl	36⅛	36½
Melville	46½	46
Mercantile Sts	58⅝	59⅛
Merck	76½	75⅞
Meredith	56⅛	55⅞
Merrill Lynch	29⅝	28¾

Stock	April 21	April 20
MGM	6	6⅛
Metromedia	209½	209
Milton Bradley	17¼	17½
Minnesota MM	56	55⅝
Missouri Pac	59¾	59⅛
Mobil	21⅝	21½
Modern Merchg	9	8⅛
Mohasco	11	10⅛
Monarch M/T	17½	17⅞
Monsanto	66	65½
Moore McCmrk	21⅛	21
Morgan (JP)	56⅝	56½
Motorola	62½	62⅝
Munsingwear	13⅝	13⅝
Murphy (GC)	10⅝	10⅝
Murphy Oil	20⅝	20¼
Nabisco Brands	34¼	34⅝
Nalco Chem	45⅝	45
Nat. Can	18⅛	18⅛
Nat. Detroit	21⅞	21⅝
Nat. Dist. Chem	22⅝	22⅛
Nat. Gypsum	21⅛	20¼
Nat. Medical Ent	16¼	16⅛
Nat. Semicductr	23	22⅞
Nat. Service Ind	24⅛	24⅛
Nat. Standard	13	12⅝
Nat. Steel	19½	19⅛
Natomas	18⅛	17⅞
NCNB	13½	13⅝
NCR	46⅞	46
New England El	27⅛	27¼
NY State E & G	16⅝	16¼
NY Times	36⅛	35½
Newmont Mining	36⅞	36⅞
Niag. Mohawk	13½	13¼
NICOR Inc	29	29
Nielsen (AC) A	48½	48¼
NL Industries	24⅛	25
NLT	28½	28½
Norfolk & Westn	47⅜	47⅝
Nth. Am. Coal	30⅝	30¼
Nth. Am. Philips	37⅜	37½
Nthn. State Pwr	26½	26⅝
Northgate Exp	3⅛	3⅛
Northrop	47⅞	48⅛
NWest Airlines	30½	30½
NWest Bancorp	22⅛	22⅝
Nwest Inds	65⅛	64⅛
Nwestn Mutual	9⅛	9⅛
Nwest Steel W	19⅝	19⅝
Norton	33½	34
Norton Simon	21⅛	21⅛
Occidental Pet	20	19⅞
Ocean Drill Exp	20⅛	21⅜
Ogden	27	26⅞
Ogilvy & Mrth	32⅛	31
Ohio Edison	13⅛	13¼
Olin	21⅜	21⅛
Omark	14⅜	14⅛
Oneck	28¼	27¾
OutboardMarine	22¼	22⅝
Overseas Ship	15⅝	15
Owens-Corning	19⅜	19¼
Owens-Illinois	24⅝	24¼
PHH Group	20⅝	19⅞
PPG Inds	32¼	32¼
Pabst Brewing	18⅝	18
Pac. Gas & Elect	22⅝	22⅛
Pac. Lighting	24½	24¼
Pac. Lumber	25¼	24⅛
Pac. Tel. & Tel	16¼	16⅝
Palm Beach	16⅛	16⅝
Pan. Am. Air	3¾	3⅜
Pan. Hand Pipe	30¼	30⅝
Parker Drilling	13⅛	13⅛
Parker Hanfn	20⅝	20⅛
Peabody Intl	5⅞	6⅛
Penn Central	26⅝	25⅛
Penney (JC)	36⅝	35⅜
Pennzoil	39	38⅛
Peoples Energy	8⅝	8⅝
Pepsico	38⅝	38⅛
Perkin Elmer	22⅝	22⅝
Patrie Stores	25⅛	25⅛
Petrolane	14⅛	14⅛
Pfizer	57⅛	58
Phelps Dodge	25½	25⅜
Phila Elect	14⅛	14⅝
Phibro	21⅝	24⅛
Philip Morris	50⅝	50⅝
Phillips Pet	30⅛	30¼
Pillsbury	45⅝	45⅝
Pioneer Corp	20⅞	20⅝
Pitney-Bowes	27⅞	28⅜
Pittston	18⅛	18⅞
Planning Res'ch	7	7
Plessey	64⅛	64¼
Polaroid	19⅝	19¾
Potlatch	23⅝	23⅛
Prentice Hall	27	27¼
Procter Gamble	85⅞	85⅝
Pub. Serv. E & G	20½	20⅝
Pub. S. Indiana	24	24
Purex	29⅞	29⅞
Purolator	32⅝	32½
Quaker Oats	41⅝	40⅞
Quanex	9⅝	9⅞
Questor	15⅛	15⅛
RCA	22½	22⅛
Ralson Purina	12¾	12⅝
Ramada Inns	5⅛	5⅛
Rank Org. ADR	3⅛	3⅛
Raytheon	35⅝	35⅜
Reading Bates	14⅛	14½
Redman Inds	13⅛	13⅛
Reeves Bros	66⅛	66
Reichhold Chem	11⅛	11⅛
Republic Steel	19⅛	19⅞
Rep of Texas	29⅛	29⅛
Resch Cottrell	12⅛	12⅛
Resort Intl A	20⅝	20⅝
Revco (DS)	25⅛	25⅞
Revere Copper	11¼	11¼
Revlon	28⅛	28⅛
Rexnord	12	11⅞
Reynolds (RJ)	48½	48⅛
Reynolds Mtls	19⅞	19⅞
Rite Aid	31⅝	31¼
Roadway Expss	38⅛	38⅛
Robbins (AH)	13⅛	13⅛
Rochester Gas	13⅝	13⅝
Rockwell Intl	38⅛	38⅛
Rohm & Haas	56⅛	55⅛
Rollins	14⅛	14
Rolm	31⅞	30⅛
Roper Corp	10⅝	10⅝
Rowan	11	11⅛
Royal Crown	18¼	17⅝
Royal Dutch	34⅝	33⅞
Rubbermaid	38⅛	38⅛
Ryan Homes	15	15
Ryder System	30½	30⅝
SFN Companies	20⅛	19⅛
SPS Technol'gies	17⅛	17⅛
Sabine Corp	33⅛	34
Safeco	53⅛	53⅛
Safeway Stores	36	35⅛
St. Paul Cos	48⅛	48⅝
St. Regis Paper	26½	26⅝
Sante Fe Inds	15	15⅝
Saul Invest	8	7⅞
Saxon Indus	1⅜	1⅝
Schering Plough	30½	30¼

Stock	April 21	April 20
Schlitz Brew	16⅛	16⅝
Schlumberger	42	43¾
SCM	21½	21½
Scott Paper	16¼	16⅛
Seacon	24½	25⅜
Seagram	52⅛	52⅝
Sealed Power	28½	27½
Searle (GD)	35⅝	35½
Sears Roebuck	19⅝	19¼
Security Pac	34⅛	32¼
Sedco	29⅞	30
Shell Oil	36⅛	35⅝
Shell Trans	27½	27
Sherwin-Wms	23	22½
Signal	20⅛	20⅛
Signode	49	48¾
Simplicity Patt	7⅞	7⅞
Singer	14½	14⅞
Skyline	15⅛	14¼
Smith Intl	28½	29¼
SmithKline Beck	69	68⅝
Sonesta Intl	10½	10½
Sony	14⅛	14
Southeast Bankg	15⅝	16
Sth. Cal. Edison	31⅞	31⅛
Southern Co	13⅛	13⅛
Sthn. Nat. Res	25⅛	23⅝
Sthn. N. Eng. Tel	46	45⅛
Sthn Pacific	33	32¾
Sthn. Railway	90⅛	90¾
Southland	33	33⅛
SW Bancshares	25⅛	24⅞
Sperry Corp	28⅞	28⅜
Spring Wills	26⅛	26⅛
Square D	25¼	26
Squibb	33⅝	33½
Std.Brands Paint	23¾	23
Std Oil Clifornia	29¼	29¾
Std Oil Indiana	39⅝	39¼
Std Oil Ohio	33½	33⅝
Stanley Wks	15⅛	16
Stauffer Chem	20⅞	20⅛
Sterling Drug	27½	26⅛
Stevens (JP)	16⅛	16⅛
Stokely Van K	31	31
Storage Tech	25⅞	26⅛
Sun Co	33⅝	33½
Sundstrand	36⅝	36
Superior Oil	30⅝	30⅛
Super Val Strs	17½	17⅛
Syntex	37⅛	37⅛
TRW	50⅛	49⅞
Taft	31⅛	30⅛
Tampax	38	39⅛
Tandy	31⅝	31⅛
Teledyne	123	121⅝
Tektronix	55⅛	55
Tenneco	26⅝	26⅛
Tesoro Pet	21⅛	20⅜
Texaco	29⅝	29⅞
Texas Comm. Bk	33⅜	33⅛
Texas Eastern	47⅝	47⅛
Texas Gas Trn	26⅝	26⅛
Texas Instr'm'ts	88⅛	88⅝
Texas Oil & Gas	29	28⅝
Texas Utilities	22⅞	22⅞
Textron	23⅛	23⅛
Thermo Electro	16⅛	16½
Thomas Betts	51⅛	51⅛
Tidewater	22⅝	23⅛
Tiger Intl	6⅞	6⅞
Time Inc	33⅞	34
Times Mirror	43⅛	42⅝
Timken	55	54⅛
Tipperary	10⅝	11⅛
Tonka	26	25⅞
Total Pet	9⅝	9¾
Trane	29⅞	30⅛
Transamerica	20⅝	20⅛
Transway	22⅛	22⅛
Trans World	20⅛	21
Travelers	50⅛	51⅛
Tricentrol	7⅛	7
Tri Continental	18⅛	18⅛
Triton Energy	13⅝	13
Tyler	15⅛	15⅝
UAL	21⅝	21⅛
UMC Inds	7⅛	7⅛
Unilever N.V.	56⅛	58⅞
Union Camp	48	48
Union Carbide	46⅝	46⅛
Union Oil Cal	32⅛	32¾
Union Pacific	36⅝	37⅛
Uniroyal	8	7¾
Untd Brands	10⅛	10⅛
Utd. Energy Res	30⅛	31
US Fidelity G	46	45⅞
US Gypsum	31⅛	31⅛
US Home	12	12
US Inds	8⅝	8⅝
US Shoe	31⅛	31⅛
US Steel	22⅛	22⅛
US Surgical	18⅝	18¼
US Tobacco	48⅛	48
US Trust	37	37
Utd. Technolgs	38⅛	38⅛
Utd. Telecomms	19⅝	19⅞
Upjohn	47⅛	46⅝
VF	38	37⅛
Varian Assocs	34⅛	35⅛
Vernitron	11	10⅛
Virginia EP	13⅛	12⅞
Vulcan Matris	48½	48⅛
Walker (H) Res	12⅞	12⅞
Wal-Mart Stores	49⅝	49⅝
Warnaco	29⅝	29⅝
Warner Comms	55⅛	56⅛
Warner-Lambt	23⅛	23⅛
Washington Post	33¼	32⅝
Waste Mangt	32⅛	32¼
Weis Mkts	40⅜	40
Wells Fargo	22⅛	22⅛
W.Point Peppl	23⅛	23⅛
Western Airlines	4⅛	4
Westn. Nth. Amr	10⅞	11⅛
Westinghouse	25⅝	25⅝
Westvace	22⅛	22⅝
Weyerhaeuser	28	27⅛
Wheelabratr F	34⅛	34⅝
Wheeling Pitts	17⅝	18
Whirlpool	29	29
White Consoltd	27⅝	27⅛
Whittaker	25⅞	25⅛
Wickes	3⅝	4
Williams Co	19¼	19⅛
Winn-Dixie Str	34⅝	34⅞
Winnebago	5⅛	5⅛
Wisc Elec Power	31⅛	30⅞
Woolworth	17⅝	17⅜
Wrigley	32⅛	32
Wyly	8⅝	8⅜
Xerox	38⅞	38⅝
Yellow Frt Sys	13½	13⅝
Zapata	17⅝	17¾
Zenith Radio	15⅝	15¼

Indices

NEW YORK —DOW JONES

	April 21	April 20	April 19	April 16	April 15	April 14	1982 High	1982 Low	Since Cmpil,t'n High	Since Cmpil,t'n Low
◆Industr'ls	845.42	840.56	846.08	845.42	859.61	838.09	882.52 (4/1)	795.47 (8/3)	1051.70 (11/1/73)	41.22 (2/7/32)
H'me Bnds.	59.09	59.09	59.15	59.06	—	58.69	59.06 (16/4)	55.67 (12/2)	—	—
Transport.	342.03	343.20	348.45	346.57	344.92	346.37	388.46 (7/1)	314.56 (8/3)	447.38 (16/4/81)	12.32 (8/7/32)
Utilities	112.52	111.85	111.95	112.27	112.15	112.07	112.27 (16/4)	105.61 (15/1)	163.32 (20/4/69)	10.5 (28/4/42)
TradingVol 000†	57,820	54,510	58,470	55,890	46,830	46,160	—	—	—	—

◆ Days high 847.70 low 835.61

Ind. div. yield %	April 19	April 12	April 2	Year ago (Approx)
	6.61	6.61	6.64	5.51

STANDARD AND POORS

	April 21	April 20	April 19	April 16	April 15	April 14	1982 High	1982 Low	Since Cmpl'lt'n High	Since Cmpl'lt'n Low
Indust'ls	128.54	128.04	129.53	129.77	128.24	128.66	137.28 (4/1)	118.41 (8/3)	160.96 (28/11/80)	3.52 (30/6/32)
Composite	115.72	115.44	116.70	116.81	116.55	115.83	122.74 (4/1)	107.34 (8/3)	140.52 (28/11/80)	4.407 (1/6/32)

	April 15	April 8	Mar. 31	Year ago (approx)
Ind. div. yield %	5.71	5.73	5.92	4.56
Ind. P/E Ratio	7.77	7.81	7.57	10.59
Long Gov. Bond yield	13.11	13.34	13.38	13.07

NY. S.E. ALL COMMON

Apr. 21	Apr. 20	Apr. 19	Apr. 16	1982 High	1982 Low
66.71	66.65	67.21	67.26	71.20 (4/1)	62.52 (12/3)

Rises and Falls

	Apr. 21	Apr. 20	Apr. 19
Issues Traded	1,871	1,893	1,872
Rises	832	570	794
Falls	598	914	639
Unchanged	441	409	439
New Highs	41	39	65
New Lows	23	18	11

MONTREAL

	April 21	April 20	April 19	April 16	1982 High	1982 Low
Industrials	267.08	268.34	268.34	268.68	332.79 (4/1)	270.46 (15/3)
Combined	272.44	275.44	274.08	274.28	316.08 (4/1)	259.08 (15/3)
TORONTO Composite	1585.91	1596.51	1604.60	1615.07	1866.3 (4/1)	1537.6 (15/3)

NEW YORK ACTIVE STOCKS

Wednesday	Stocks traded	Closing price	Change on day		Stocks traded	Closing price	Change on day
Texaco	1,003,200	29⅝	− ¼	Gulf Oil	773,400	31⅛	− ⅛
Kroger	962,200	30	+ ¼	Union Oil	708,000	32⅛	− ½
Sears Roe	950,900	19⅝	+ ⅜	Citicorp	682,900	29	+ ⅜
United Tech. D	912,700	21⅛	—	ATT	645,300	56⅛	+ ½
Exxon	867,200	27⅜	− ⅝	Aetna Life	633,900	42⅝	+ ⅜

	Apr. 22	Apr. 21	Apr. 20	Apr. 19	1982 High	1982 Low
AUSTRALIA						
All Ord. (1/1/80)	480.1	482.6	477.4	476.1	585.6 (4/1)	465.8 (10/3)
Metal & Minls. (1/1/80)	359.2	351.7	344.0	345.2	425.7 (5/1)	322.2 (2/4)
AUSTRIA						
Credit Aktien (2/1/62)	52.54	52.30	52.32	52.16	56.96 (4/1)	52.16 (19/4)
BELGIUM						
Belgian SE (31/12/63)	98.53	98.32	99.24	99.71	102.45 (6/4)	86.42 (20/1)
DENMARK						
Copenhagen SE (1/1/73)	120.31	120.36	120.61	120.85	126.22 (26/2)	112.90 (9/3)
FRANCE						
CAC General (29/12/81)	106.9	106.40	107.00	107.00	107.0 (19/4)	88.6 (4/1)
Ind Tendance (31/12/81)	116.7	116.90	117.2	117.00	124.0 (19/2)	97.7 (4/1)
GERMANY						
FAZ-Aktien (31/12/58)	237.54	236.75	236.69	234.77	239.46 (6/4)	216.35 (19/1)
Commerzbank(Dec1953)	724.5	721.10	721.8	716.40	729.8 (6/4)	668.7 (18/1)
HOLLAND						
ANP-CBS General (1970)	92.9	92.00	91.5	90.60	92.8 (22/4)	84.0 (6/1)
ANP-CBS Indust (1970)	72.8	72.00	71.5	71.00	75.9 (5/4)	65.2 (4/1)
HONG KONG						
Hang Seng Bank (31/7/64)	1220.15	(c)	1193.77	1160.65	1445.82 (12/1)	1123.56 (9/3)
ITALY						
Banca Comm Ital.(1972)	193.85	190.06	192.78	194.34	212.66 (19/3)	181.45 (16/1)
JAPAN**						
Dow Average (16/5/49)	7295.87	7260.58	7258.15	7135.21	7926.56 (27/1)	6889.65 (17/3)
Tokyo New SE (4/1/68)	534.26	532.31	532.17	525.86	586.23 (27/1)	520.78 (17/3)
NORWAY						
Oslo SE (1/1/72)	114.11	112.91	112.27	110.81	150.39 (26/1)	109.12 (1/4)
SINGAPORE						
Straits Times (1966)	765.20	761.05	766.45	748.65	818.76 (6/1)	687.49 (9/3)
SOUTH AFRICA						
Gold (1958)	(u)	458.1	464.9	—	569.3 (6/1)	411.2 (9/3)
Industrial (1958)	(u)	586.7	588.5	—	711.7 (8/1)	583.3 (29/3)
SPAIN						
Madrid SE (30/12/81)	100.96	100.79	100.99	101.40	107.45 (9/2)	98.17 (5/1)
SWEDEN						
Jacobson & P. (1/1/58)	678.38	676.96	674.20	668.22	696.52 (22/1)	668.23 (13/4)
SWITZERLAND						
Swiss BankCpn.(31/12/58)	260.6	258.0	265.40	260.90	268.1 (11/1)	242.5 (11/3)
WORLD						
Capital Intl. (1/1/70)	(u)	155.8	155.8	(u)	147.2 (4/1)	128.1 (17/3)

(**) Sat April 3 Japan Dow 7,333.32. TSE 539.69.

Base values of all indices are 100 except Australia All Ordinary and Metals—500; NYSE All Common—50; Standard and Poors—10; and Toronto—1,000; the last named based on 1975. † Excluding bonds. ‡ 400 industrials. § 400 industrials plus 40 Utilities, 40 Financials and 20 Transports. c Closed. u Unavailable.

هكذا من الأصل

Early Wall St Energy rally

A STRONG RALLY in Energy issues carried the rest of the *market up.* At midsession the Dow Jones Industrial Average, *after climbing all morning,* was up 10.27 at $853.69 on volume of *49.2m shares (41.2m). The NYSE* All Common Index was ahead 79c at $67.50.

Another positive factor for the market was the record high level of short interest for the month ended April 15.

Oil issues were the most heavily traded issues in the market, with six of the 10 most active stocks in the Energy sector. These included Union Oil California, up $1¼ to $33⅜, Schlumberger, $1⅜ to 43⅛, Exxon, ¼ to $27⅜, Standard Oil Ohio, $1⅝ to $35, Standard Oil Indiana, $1⅜ to $41⅝ and Mesa Petroleum, $1 to $15⅝.

Sears Roebuck was the volume leader, up ⅜ to $20 after reporting higher earnings.

Kane Miller fell $2 to $12⅛ after news that a tender offer *to buy back 45m shares of its* stock was oversubscribed.

Cessna Aircraft *fell $1 to $16⅜* after reporting that it would cut its cash dividend. World Airways, which reported a first quarter loss, fell ⅝ to $2¼.

CBS rose $1⅝ to $43 on plans to acquire Ideal Toy for $14.85 a share. Trading in Ideal was halted at $12⅝.

THE AMERICAN SE Market Value Index was 2.71 up at 273.87 on turnover of 2.3m shares.

Canada

Stocks were slightly higher at midsession, with Petroleum issues the bright spot.

The Composite index rose 5.5 points to 1,591.4 on trading of 2.3m shares. Advances edged declines 143 to 134.

Oils dominated the active list, with BP Canada jumping C$1⅜ to C$33¾, *Dome Petroleum* improving ½ to C$10⅛, and Gulf Canada rising ⅜ to $14¼.

Macmillan Bloedel, unchanged at C$20¼, reported a loss in the first quarter and said it would pay *its regular quarterly dividend in the form of common shares rather than cash.*

Montreal stocks improved *slightly with the composite index* up 0.67 to 272.15.

Germany

Midsession news that the Bundesbank decided against a cut in interest rates brought leaders off their highs, but the Commerzbank Index added 3.4 at 724.50, reflecting the early gains.

In Cars, VW gained DM 2.3 at DM 148.8 and Daimler DM 1.7 at DM 285.5, but BMW lost DM 0.3 at DM 211.5.

In broadly higher Chemicals, Schering rose DM 3.8 to DM 279.3 after announcing a DM 10.5 dividend for 1981, equalling 1980's, and BASF, also holding its dividend, added DM 0.2 at DM 138, but Hoechst slipped DM 0.2 to *DM 127.2.*

Paris

Share prices were steady in active trading as the monthly account was settled. Foods were firmest, and Engineerings and Stores also rose. Banks and Portfolios were *mixed* and Constructions declined.

Usinor remained unchanged at FFr 5 despite an increased net *loss last year.* Alsthom-Atlantique rose FFr 1.2 to FFr 184 on news that it signed a deal to supply Thailand with nine diesel-electric trains.

In higher Foods, Beghin-Say rose FFr 5.8 to FFr 209.8, while in Constructions Dumez fell FFr 17 to FFr 1,033.

In Foreigns, Oils were strong, and Americans and Germans improved. Japanese and Dutch held steady but Gold Mines and Coppers eased slightly.

Amsterdam

Prices rose in brisk trading in most sectors. Insurers were particularly firm.

ABN, after Wednesday's firmness, added Fl 7.5 more at *Fl 302.5. Royal Dutch* and Unilever rose Fl 2 and Fl 1.1 in *Dutch Internationals. Akzo eased* Fl 0.2 at Fl 30 and Hoogovens was unchanged.

Natned was boosted Fl 3.6 to *Fl 115.9 by investor confidence* after higher 1981 profits. Other *Insurers also gained,* with Ennia up Fl 3.5. Inactive Internatio-Mueller fell Fl 4.4 to Fl 20 despite a return to profitability.

Publisher Elsevier rose Fl 2.5 to Fl 151.5. State loans were steady.

Milan

Prices closed firmer across the board, with increased trading in a calmer atmosphere due to the apparent defusing of the imminent domestic political crisis.

In Banks, Insurances and Financials, Mediobanca, Generali and Centrale led the upward trend, and in Industrials both Fiats, both Pirellis and both Olivettis all gained ground.

Tokyo

Prices closed higher with interest growing in market leaders as the yen firmed and Wall Street held steady. The Nikkei Dow Jones index improved 35.29 to 7,295.87 but concern at tension in the Falklands and Middle East kept trading slow on volume of 340m shares (350m). The Stock Exchange index added 1.95 at 534.26.

Scattered bargain-hunting helped Light Electricals, Motors and Communications but issues *related to public spending* eased from a firm opening.

Major gainers included Fuji Film, up Y30 at Y1,330, Toyota Motor, up Y14 at Y875, Sony, up Y60 at Y3,410 and Nippon Steel, up Y3 at Y161.

Daiei added Y6 at Y627 after announcing after-tax profit of Y9.82bn in the year to end February (Y9.51bn).

Trading in Kaken Chemical in the first section and Kakenyaku KK in the second section was suspended because of confused information about a merger announced later in the day.

Australia

The stock market posted its biggest rise in a month as prices improved for the third straight day. The All Ordinaries index put on 7.5 at 490.1.

Factors cited included an increase in buying orders for major Miners from overseas, a lack of sellers here, an uncertain international political scene and a growing belief among some local investors that the market has reached bottom.

BHP rose 16c to A$7.80, CSR 10c to A$3.30.

Santos rose 15c to A$4.85 after an encouraging flow from its Cooper Basin well, Big Lake No. 26.

Hong Kong

Stocks closed at their highs and trading revived on new buying. The Hang Seng Index closed 26.36 points higher at 1,220.15.

Leaders were generally higher, with HK Hotels gaining HK$4.80 to HK$40. Cheung Kong rose 40c to HK$16.20, Hutchison Whampoa 90c to HK$15.60, Jardine Matheson 60c to HK$17.30, Swire Pacific "A" 40c to HK$10.80, HK Land 20c to HK$8.90, HK Bank 10c to HK$11.10, HK Electric 10c to HK$5.10 and HK Wharf 7c to HK$4.62.

Other stocks also firmed, such as Ka Wah Bank, up 32.5 to HK$ 2.85, Overseas Trust Bank 25c to HK$5.70, Carrian Investment 10c to HK$4.15, and Trafalgar 5c to HK$2.40.

Singapore

Prices were narrowly mixed on profit-taking, after a steady opening ahead of Malaysia's general elections. The Straits Times index rose 2.15 to 763.20.

Johannesburg

The stock market closed narrowly mixed in exceptionally quiet trading, with small movements either side of Wednesday's close.

Closing North American prices were not available for this edition.

CANADA

Stock	April 21	April 20
AMCA Intl	18	18½
Abitibi	18⅛	18⅛
Agnico Eagle	6¾	6⅞
Alcan Alumin	22⅛	22
Algoma Steel	34	34
Asbestos	12⅜	12⅝
Bk. Montreal	21⅜	21⅛
Bk. Nova Scotia	22	22⅝
Basic Resources	3.60	3.90
Bell Canada	19⅛	19
Bow Valley	13⅞	13⅞
BP Canada	32	32
Brascan A	18¼	18¼
Brinco	5.00	5.00
B. C. Forest	9⅝	9⅛
CIL Inc	24	24
CadillacFairview	6⅝	6⅛
Camflo Mines	9⅛	9¼
Can Cement	9⅛	9¼
Can N W Lands	25½	23¾
Can Packers	29½	29½
Can Trusco	—	—
Can Imp Bank	24⅜	25
Can Pacific	28½	29
Can P. Ent	14½	14⅝
Can Tire	35½	34¾
Chieftain	18⅝	18
Cominco	41	40⅝
Cons Bathst A	14½	14½
Cont. Bk. Canada	7	7¼
Coseka Rearc'es	7	6⅞
Costain	7¼	7
Daon Devel	2.80	2.90
Denison Mines	23½	23¾
Dome Mines	13¾	14
Dome Petroleum	9⅞	10
Dom Foundries A	30⅜	30⅞
Dom Stores	16⅛	16⅛
Domtar	19⅛	19⅛
FalconNickel	63⅝	63¼
Genstar	16⅜	15½
Gt.-WestLife	210	210
Gulf Canada	13⅞	14
Gulfstream Res	2.90	3.00
Hawk Sid. Can	8⅝	8¾
Hollinger Argus	27	27
Hudson Bay Mng	17⅝	18
Hudson's Bay	22¾	22⅞
Husky Oil	7½	7⅝
Imasco	39¼	39¼
Imp OilA	22¾	23
Inco	13⅝	13⅝
Indal	13	13
Inter. Pipe	16⅝	16⅜
Mac Bloedel	20½	21⅛
Marks & Spencer	9¾	9¾
Massey Ferg	2.61	2.65
McIntyre Mines	32	32
Merland Explor	6.12	6.25
Mitel Corp	19¾	19⅞
Moore Corp	38	38
Nat. Sea Prods A	8	8
Noranda Mines	16	16½
Nthn. Telecom	53½	54½
Oakwood Pet	10⅝	10⅝
Pacific Copper	1.72	1.70
Pan can Petrol	65	65
Patino	19½	19½
Placer Dev	11¼	11⅛
Power Corp	11	11
Quebec Strgn	2.40	2.40
Ranger Oil	6⅝	6⅝
Reed Stenhs A	12¾	12¾
Rio Algom	34½	34½
Royal Bank	22½	22¾
RoyalTrustco A	14⅛	14⅛
Sceptre Res	6½	6¼
Seagram	64⅝	63¾
Shell can Oil	16⅜	16⅝
Steel of Can A	21⅝	21¾
Teck B	7⅛	7⅛
Texaco Canada	24½	24¾
Thomson News A	21⅞	21½
Toronto Dom Bk	29½	30⅝
TransCan Pipe	21¼	21⅜
Trans Mntn. Oil A	8⅛	8½
Utd. Sisco Mines	4.00	4.00
Walker (H) Res	15½	15¾
Westcoat Trans	13⅛	13⅞
Weston (Geo)	36¾	36¾

AUSTRIA

April 22	Price %	+ or −
Creditanstalt	211	......
Landerbank	190	−1
Perlmooser	299	......
Semperit	70	......
Steyr Daimler	160	......
Veitscher Mag	197	+1

BELGIUM/LUXEMBOURG

April 22	Price Frs.	+ or −
ARBED	1,426	−12
Banq Int A Lux	4,075	......
Bekaert B	1,900	−50
Ciment CBR	1,820	−20
Cockerill	188	......
EBES	1,975	......
Electrobel	4,400	+40
Fabrique Nat	2,550	......
G.B. Inno	2,520	−60
GBL (BruxL)	1,302	+10
Gevaert	1,810	+10
Hoboken	3,455	−45
Intercom	1,510	+16
Kredietbank	4,540	−35
Pan Hldgs	5,800	+100

BELGIUM (continued)

April 22	Price Frs.	+ or −
Petrofina	4,705	−90
Royale Belge	5,580	+80
Soc. Gen. Banq	2,705	......
Soc. Gen. Belge	1,374	+4
Sofina	3,820	+180
Solvay	2,045	−20
Tracton Elect	2,800	+70
UCB	2,000	−10
Vieille Mont	2,000	+50

DENMARK

April 22	Price %	+ or −
Andelsbanken	125	......
Baltica Skand	372.4	−0.6
CopHandelsbank	128.2	......
D. Sukkerfab	340.4	+0.4
Danske Bank	125.4	......
East Asiatic	102.4	+1.4
Forende Bryggr	605	−3
Forenede Damp	412.4	......
GNT Hldg	274	+1
Jyske Bank	175	......
Nord Kabel	136.4	−9.6
Novo Ind	1,630	−5
Papirfabrikker	90	......
Privatbanken	134.4	......
Provinsbanken	113.4	......
Smidth (Fl)	228.2	−0.2
S. Berendsen	499.2	+4.2
Superfos	100	......

FRANCE

April 22	Price Frs.	+ or −
Emprunt 4½% 1973	1,917	+13
Emprunt 7% 1973	6,270	−20
CNE 3%	2,962.5	+18.5
Air Liquide	472	+7.8
Aquitaine	135.9	+1.9
Au Printemps	166	+6
BIC	445	+10
Bouygues	682	+3
BSN Gervais	1,440	+28
Carrefour	1,647	−1
Club Mediter	585	−8
CFAO	575	+7
CSF(Thomson)	175	−4
Cie Bancaire	196	......
Cie Gen Eaux	317	+8.9
Cofimeg	117.1	......
Creusot Loire	76	+1.2
CFP	124	+2.1
DNEL	44.8	+0.8
Dumez	1,033	−17
Gen.-Occidental	364	−2
Imetal	66	+0.4
Lafarge	272.8	−1.7
L'Oreal	887	−8
Legrand	1,639	−1
Machines Bull	29.9	......
Matra	1,330	+60
Michelin B	778	+26
Moet-Hennessy	676	+4
Moulinex	57.8	−0.3
Pernod Ricard	357	+5
Perrier	169.8	+0.8
Peugeot-S.A.	187.8	+1.7
Poclain	133.5	−2
Radiotech	326	+15
Redoute	974	......
Roussel-Uclaf	291.2	......
Skis Rossignol	528	+3
Telemech Elect	765	+10
Valeo	238.5	+3.5

GERMANY

April 22	Price Dm.	+ or −
AEG-Telef	42.8	......
Allianz Vers	473	+7.5
BASF	138	+0.2
BAYER	127.3	+0.3
Bayer-Hypo	214	+1
Bayer-Verein	292	+1.5
BHF-Bank	226.0	......
BMW	211.5	−0.3
Brown Boveri	219.8	−5
Commerzbank	152.5	−0.8
Conti Gummi	53.4	−0.2
Daimler Benz	285.5	+1.7
Degussa	223.1	−2.7
Demag	156.6	−0.4
D'sche Babcock	304.5	+2
Deutsche Bank	265.5	−1.3
DU Schult	180	+3
Dresdner Bank	165.8	−0.7
GHH	186	−2.8
Hapag Lloyd	67.5	+0.5
Hoechst	127.2	−0.2
Hoesch	25.6	−0.2
Holzmann (P)	392	−3
Horten	119	+2
Kali und Salz	170	−0.5
Karstadt	190	+1
Kaufhof	164.5	+1.5
KHD	178	−0.5
Kloeckner	60.2	−0.5
Krupp	60	......
Linde	285	−1.8
Lufthansa	71.3	+0.3
MAN	171	+1
Mannesmann	148	+0.2
Mercedes Hlg	252.5	+0.5
Metallgesell	214	−6
Muench Rueck	588.5	......
Preussag	207	−0.8
Rhein West Elect	171	−0.2
Rosenthal	265	......
Schering	279.3	+3.8
Siemens	223.8	......
Thyssen	86.1	−0.4
Varta	178.5	+2
Veba	132.5	+0.3
Verein-West	280	......
Volkswagen	148.8	+2.3

HOLLAND

April 22	Price Fls.	+ or −
ACF Holding	83	+3
Ahold	85.5	+0.8
AKZO	30	−0.4
ABN	302.5	+7.5
AMEV	88.7	+1.2
AMRO	50.7	+0.7
Bredero Cert	197.7	+0.7
Boskalis Westm	49	−0.9
Buhrmann-Tet	46.5	+0.5
Caland Hldgs	32.7	......
Elsevier NDU	151.5	+2.5
Ennia	123.5	+3.5
Euro Comm Tst	75.7	......
Gist. Brocades	75	+1.1
Heineken	58.5	+1.4
Hoogovens	17.2	......
Hunter Douglas	6.9	......
Int-Muller	20	−4.4
KLM	104.2	+0.7
Naarde's	28.9	+1.5
Nat Ned cert	115.9	+3.6
Ned Cred Bank	36	......
Ned Mid Bank	130	−2.5
Ned Lloyd	121	+1.5
Oce Grinten	111	......
Ommeren (Van)	26.1	−0.1
Pakhoed	42.3	+0.7
Phillips	25.3	+0.1
Rijn-Schelde	23.8	+1½
Robeco	211	+1
Rodamco	122.6	−0.4
Rolinco	207.5	+1
Rorento	149.8	+0.3
Royal Dutch	92.7	+2
Slavenburg's	88	+2.7
Tokyo Pac Hg	199.5	−0.5
Unilever	156.5	+1.1
Viking Res	120	+3
Vmf Stork	47.8	+2.3
VNU	59	+2
Volker-Stevin	34.4	+0.2
West Utr Bank	95	−1.5

ITALY

April 22	Price Lire	+ or −
Assicur Gen	145,500	+5,100
Banca Com'le	36,008	......
Bastogi Fin	173	......
Centrale	4,925	+285
Credito Varesino	8,299	+300
Fiat	1,760	+50
Finsider	38.25	−1.75
Invest	2,790	+100
Italcementi	36,500	+840
Italsider	120g	......
Montedison	127	+1.75
Olivetti	2,605	+6
Perelli Co	2,514	+54
Pirelli Spa	1,386	+35
Snia Viscosa	710	+11
Toro Assic	16,450	+630
do. Pref	13,790	+690

NORWAY

April 22	Price Kroner	+ or −
Bergens Bank	111	......
Borregaard	117.5	......
Creditbank	139	+1.5
Elkem	49.5	−0.5
Kosmos	385	......
Norsk Hydro	334	+27
Storebrand	215	......

SWEDEN

April 22	Price Kroner	+ or −
AGA	203	+1
Alfa-Laval	211	+2
ASEA	165	+2
Astra	362	+1
Atlas Copco	117	......
Boliden	209	......
Cellulosa	234	+4
Electrolux B	91.5	......
Ericsson	205	+1
Esselte(Free)	150	......
Fagersta	141	+3
Fortia (Free)	119	......
Mo och Dom	115	−3
Saab-Skania	129	−5
Sandvik(Free)	197	......
Skandia	450	−5
Skan Enskilda	200	......
SKF B	126	......
St Kopparberg	279	......
Sven Handelsbn	103	−1
Swedish Match	108	......
Volvo(Free)	150	+2

SWITZERLAND

April 22	Price Frs.	+ or −
Alusuisse	495	......
Brown Boveri	1,055	+10
Ciba-Geigy	1,285	......
do (Part Certs)	980	+15
Credit Suisse	1,765	+20
Elektrowatt	2,295	−5
Fischer (Geo)	455	+5
Hoff-RochePtCts	61,250	−250
Hoff-Roche 1/10	6,125	+25
Interfood	5,900	+25
Jelmoli	1,265	−10
Landis & Gyr	850	......
Nestle	3,330	+5
Oer-Buhrlie	1,090	−10
Pirelli	232	......
Sandoz (B)	4,125	......
Sandoz (Pt Cts)	521	−3
Schindler (PtCts)	270	......
Swissair	731	−1
Swiss Bank	294	+7
Swiss Reinsce	5,900	......
Swiss Volksbk	975	+5
Union Bank	2,950	......
Winterthur	2,240	......
Zurich Ins	14,830	−170

AUSTRALIA

April 22	Price Aust. $	+ or −
ANZ Group	4.10	+0.08
Acrow Aust	1.68	......
Ampol Pet	1.40	......
Assoc. Pulp Pap	1.46	......
Audimco	0.07	......
Aust. Cons. Ind	1.57	−0.01
Aust Guarant	2.30	......
Aust. Nat. Inds	2.60	+0.02
Aust. Paper	1.86	+0.05
Bank NSW	2.74	+0.06
Blue Metal	1.36	+0.04
Bond Hldgs	1.16	+0.02
Boral	2.50	+0.02
Bl'ville Copper	1.28	+0.03
Brambles Inds	2.12	+0.02
Bridge Oil	5	+0.1
BHP	7.80	+0.16
Brunswick Oil	0.20	−0.01
CRA	2.90	+0.05
CSR	3.3	+0.1
Carlton & Utd	2.10	......
Castlemaine Tys	3.65	+0.10
Cluff Oil (Aust)	0.45	−0.02
Do. Opts	0.50	......
Cockburn Cemt	1.22	−0.04
Coles (G.J)	2.18	......
Comalco	1.76	+0.01
Costain	1.75	+0.05
Crusader Oil	3.8	+0.2
Dunlop	1.01	+0.04
Elder Smith G M	3.20	−0.05
Endeavour Res	0.26	......
Gen Pro Trust	1.60	+0.05
Hartogen Energy	2.75	+0.05
Hooker	0.98	+0.04
ICI Aust	1.50	......
Jennings	1.25	......
Jimb lana(50cFP)	0.20	......
Jones (D)	1.47	+0.04
Kia Ora Gold	0.11	......
Leonard Oil	0.80	......
MIM	3	+0.1
Meekatharra Ms	2.2	......
Meridian Oil	0.20	+0.05
Monarch Pet	0.09	......
Myer Emp	1.37	+0.05
Nat. Bank	2.53	+0.05
News	1.70	......
Nicholas Kiwi	1.30	......
North Bkn Hill	2	+0.1
Oakbridge	1.17	+0.04
Otter Expel	0.60	......
Pancon	1.65	+0.10
Pan Pacific	0.10	−0.01
Pioneer Co	1.34	+0.04
Queen Marg't G	0.06	......
Reckitt & Coln	1.85	......
Santos	4.85	+0.15
Sleigh (HC)	0.85	+0.03
Southland M'n'g	0.34	+0.1
Spargos Expel	0.22	+0.01
Thos. Natwide	1.82	......
Tooth	2.10	......
UMAL Cons	1.70	+0.02
Valiant Consdt	0.12	......
Waltons	0.72	......
Western Mining	3.78	+0.15
Woodside Petrol	0.82	+0.04
Woolworths	1.55	+0.05
Wormald Intl	2.35	......

HONG KONG

April 22	Price H.K.$	+ or −
Cheung Kong	16.2	+0.4
Cosmo Prop	1.55	......
Cross Harbour	10.2	......
Hang Seng Bank	88.5	......
HK Electric	5.1	+0.1
HK Kowloon Wh	4.62	+0.07
HK Land	8.9	+0.2
HK Shanghi Bk	11.1	+0.1
HK Telephone	26	+0.8
Hutchison Wpa	15.6	+0.9
Jardine Math	17.3	+0.6
New World Dev	4.07	+0.07
O'seas Trust Bk	5.7	+0.25
SHK Props	6.45	+0.25
Swire Pac A	10.8	+0.4
Wheel'k Mard A	6.8	+0.2
Wheel'k Marit'e	6.1	+0.1
World Int. Hldgs	2.72	+0.02

JAPAN

April 22	Price Yen	+ or −
Ajinomoto	837	+4
Amada	546	−4
Asahi Glass	561	+6
Bridgestone	430	......
Canon	711	+1
Citizen	262	−3
Daiei	627	+6
DKBO	484	......
Dai Nippon Ptg	639	−1
Daiwa House	411	−7
Daiwa Seiko	363	−1
Ebara	445	+7
Eizai	770	−5
Fuji Bank	500	......
Fuji Film	1,330	+30
Fujisawa	1,210	......
Fujitsu Fanuc	4,700	+70
Green Cross	1,900	+60
Hasegawa	557	−19
Heiwa Rl East	580	−8
Hitachi	584	−1
Hitachi Koki	440	−4
Honda	726	+7
House food	1,030	......
Hoya	878	−2
Itoh (C)	286	......
Ito-Ham	399	+8
Ito-Yokado	860	−7
JACCS	445	......
JAL	2,380	−30
Jusco	560	......
Kajima	362	−1
Kao Soap	490	−3
Kashiyama	773	+29
Kikkoman	385	+9
Kirin	435	......
Kokuyo	900	+1
Komatsu	450	−3
Komatsu F'lft	390	......
Konishroku	587	−2

JAPAN (continued)

April 22	Price Yen	+ or −
Kubota	331	......
Kumgai	425	+1
Kyoto Ceramic	3,800	......
Lion	375	−5
Maeda Cons	584	−3
Makita	750	−2
Marubeni	289	......
Marudai	590	−18
Marui	810	+2
Matsushita	968	−6
M'ta Elec Works	515	+5
M'bishi Bank	500	......
M'bishi Corp	527	+7
M'bishi Elect	245	−7
M'bishiRl East	462	......
MHI	210	+2
Mitsui Co	324	+10
Mitsui Rl Est	545	+6
Mitsu-koshi	370	+1
NGK Insulators	498	......
Nippon Denso	936	+5
Nippon Gakki	665	+11
Nippon Meat	387	+1
Nippon Oil	901	......
Nippon Shinpan	830	+9
Nippon Steel	161	+3
Nippon Suisan	225	+1
NTV	4,510	+20
Nissan Motor	760	+10
NisshinFlour	331	......
Nisshin Steel	165	+1
Nomura	425	+4
NYK	265	......
Olympus	800	+5
Orient	1,290	......
Pioneer	1,400	......
Renown	690	−5
Ricoh	499	+12
Sanyo Elect	413	+3
Sapporo	255	−1
Sekisui Prefab	697	......
Sharp	685	+11
Shiseido	772	−2
Sony	3,410	+60
Stanley	345	+10
S'tomo Marine	250	......
Taihei Dengyo	530	+2
Taisei Corp	269	−1
Taisho Pharm	571	+6
Takeda	802	−7
TDK	3,350	+30
Teijin	222	......
Teikoku Oil	926	−4
TBS	455	−1
Tokio Marine	469	+2
Tokyo Elect.Pwr	875	......
Tokyo Gas	111	+1
Tokyo Sanyo	450	+5
Tokyu Corp	210	+8
Toshiba	303	−1
TOTO	413	−3
Toyo Seikan	447	−10
Toyota Motor	875	+14
Victor	1,850	−10
Wacoal	716	......
Yamaha	728	+18
Yamazaki	564	+6
Yasuda Fire	235	+1
Yokogawa Bdge	524	+9

SINGAPORE

April 22	Price $	+ or −
Boustead Bhd	2.16	−0.05
Cold Storage	3.78	−0.02
DBS	7.75	−0.05
Fraser & Neave	6.65	−0.05
Haw Par	3.02	+0.02
Inchcape Bhd	2.09	+0.02
Malay Banking	6.5	−0.05
Malay Brew	5.35	+0.05
OCBC	12.3	......
Sime Darby	2.2	−0.01
Straits Trg	8.75	......
UOB	4.12	−0.02

SOUTH AFRICA

April 22	Price Rand	+ or −
Abercom	2.9	−0.1
AE & Cl	7.20	......
Anglo Am	11.5	−0.1
Anglo Am Gold	75.25	......
Anglo Am Prop	2.50	−0.5
Barlow Rand	8.78	−0.02
Buffels	34.5	+0.5
CNA Invest	5.3	......
Currie Finance	2.30	+0.05
De Beers	6.15	......
Driefontein	24.75	+0.25
FS Geduld	28.50	−0.75
Gold Fields SA	52.5	......
Highveld Steel	4.30	+0.05
Hulett's	5.3	......
Kloof	28.30	......
Nedbank	6.15	+0.05
OK Bazaars	16.75	+0.10
Protea Hldgs	2.85	−0.05
Rembrant	9.65	+0.10
Rennies	4	+0.05
Rust Plat	4.10	......
Sage Hldgs	2.4	......
SA Brews	4.4	......
Tiger Oats	18	−0.25
Unisec	3.50	......

Financial Rand US$0.78½ (Discount of 18%)

BRAZIL

April 22	Price Cruz	+ or −
Acesita	1.60	......
Banco Brasil	15.85	......
Belgo Min	3.80	−0.10
Lojas Amer	5.70	−0.07
Petrobras PP	9.38	−0.23
Souza Cruz	8.35	......
Unip PE	12.00	......
Vale Rio Doce	12.50	......

Turnover: Cr. 1,130.9m.
Volume: 163.7m.
Source: Rio de Janeiro SE.

NOTES—Prices on this page are as quoted on the individual exchanges and are last traded prices. § Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

LONDON STOCK EXCHANGE

Buying enthusiasm wanes after an early improvement and leading shares display a mixed trend—Gilts ease

Account Dealing Dates

Option *First Dealings	Declarations	Last Dealings	Account Day
Mar 29	Apr 15	Apr 16	Apr 26
Apr 19	Apr 28	Apr 29	May 10
Apr 30	May 13	May 14	May 24

* "New time" dealings may take place from 9.30 am two business days earlier.

The recent more hopeful feeling about a peaceful solution to the Falkland Islands dispute was tempered in stock markets yesterday. There was no marked deterioration in the undertone, but buyers were less in evidence, particularly following reports of the ICI chairman's uninspiring remarks at yesterday's AGM.

Leading shares were no worse than mixed at the close, and Gilt-edged securities held at only slightly lower values with sterling again providing a steadying influence.

Initial buying of leading shares was selective and fizzled out after a couple of hours. Measuring the trend, the FT 30-share index touched its best of the day at 11 am with a rise of 3.6 and drifted back to only 0.8 up at noon before closing 1.6 higher for a five-day rally of 24.2 to 569.0.

Among the noteworthy movements in the leaders, British Petroleum, up 12 at 312p, reflected a useful revival in Oils in response to the sharp fall in Opec crude production and current tension in the Middle East. Hawker, still benefiting from the preliminary results, improved 10 more to 316p.

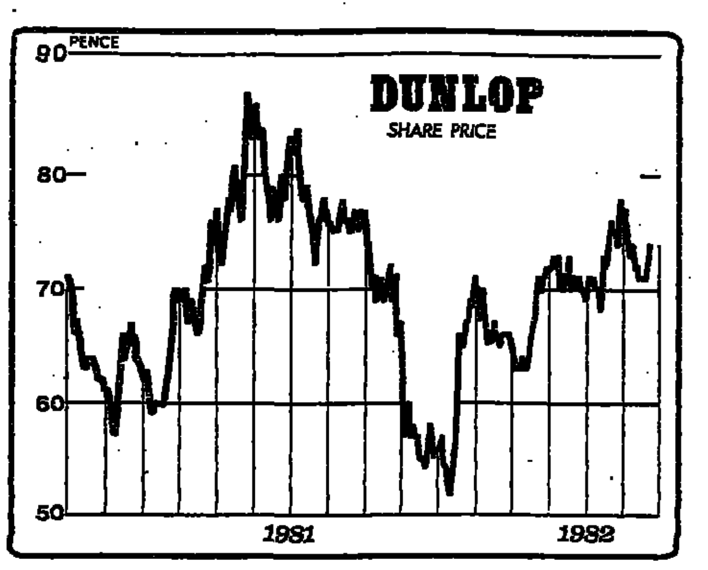
Elsewhere in Industrials, few features emerged after a rather slow day's trade and rises and falls were evenly matched; on Wednesday, rises had outnumbered falls by more than 6 to 1.

British Funds faltered after the good recovery earlier in the week. Little selling pressure developed, but potential buyers were more disposed to await further developments over the Falklands and quotations drifted quietly lower. Falls, however, were usually limited to ¼ and the Government Securities index, up 1.37 over the three previous trading sessions, shed 0.20 to 67.67.

Composites easier

Quietly dull conditions prevailed in Composite Insurances with sentiment still dampened by recent adverse comment. **Royals** lost 7 to 330p and **Sun Alliance** 4 to 796p, while **Commercial Union**, 130p, **Eagle Star**, 369p, and **GRE**, 286p, all cheapened a couple of pence. Life issues, on the other hand, made progress. **Pearl** firmed 4 to 386p as did **Britannic**, to 270p, and **Equity and Law**, to 404p.

Little of interest took place in Banks. **Guinness Peat** came on offer and shed 5 to 70p, while **Standard Chartered** lost 10 at 610p. The major clearers edged forward; **Lloyds**, a nervous market of late on concern about the group's substantial Argentinian interests, hardened a couple of pence to 422p.



Electronics concern, **Cass Group** staged a satisfactory debut in the Unlisted Securities Market; from an opening level of 106p, the shares moved up to 109p compared with the placing price of 105p.

Recently firm leading Buildings took a breather, but managed further modest progress. After the previous day's gain of 6 on better-than-expected preliminary profits, **RMC** opened a shade easier at 225p, but picked up to close 2 dearer on balance at 228p. **Tarmac** also added 2, to 488p, as did **Redland**, to 171p. Elsewhere, **Robert M. Douglas**, a neglected market recently, met revived speculative support and put on 4 to 61p. **Tilbury Group**, still responding to the return to profitability, added 2 more to 395p, while **SGB** improved 4 to 182p.

After opening 4 higher at 328p, **ICI** reacted to 320p following the chairman's cautious statement at the annual meeting before closing 2 down on balance at 322p. **Fisons** stayed at the overnight level of 315p. **Laporte** put on 4 to 150p in response to the preliminary results.

Empire return

Dealings in mail-order house **Empire Stores**, suspended last week at 92p, were resumed following the shares-and-cash offer from **Great Universal** announced late on Wednesday. Opening sharply higher at 110p, Empire reacted to close at 104p on fears that the offer will be referred to the Monopolies Commission. **Gussies A** dipped to 490p before reverting to unchanged at 495p which values Empire at around 113p per share.

Elsewhere in Stores, D-I-Y issues continued to make useful headway in the wake of the impressive preliminary figures from Harris Queensway. **A. G. Stanley**, due to announce annual results next Tuesday, rose 4 to 60p, while **Home Charm** advanced 6 to 166p. **Harris Queensway** improved 8 for a two-day gain of 20 to 172p. In contrast, **Owen Owen** declined 8 to a 1982 low of 170p following full-year deficit and the reduced final dividend.

Among quiet Shoes, **Stylo** eased 5 to 105p awaiting today's preliminary figures.

Interest in the Electrical majors was at a low ebb but a firm tone was maintained and **GEC** closed a further 4 better at 834p with sentiment still helped by the £250m South African turbine generator contract. **Thorn EMI** edged forward a couple of pence to 430p, after 433p, while **Plessey** picked up from an initial dull level of 365p to close *unaltered at 370p. Elsewhere*, profit-taking in the wake of the impressive profits recovery caused **Concord Rotaflex**, at 46p, to lose 4 of the previous day's gain of 6. **AB Electronics** put on 8 to 150p and **Air Call** revived with a rise of 10 at 285p.

Engineerings were featured by a fresh advance of 10 to 316p in **Hawker** following comment on the annual results. **Bullough** added a similar amount to 188p on the £3.2m acquisition of Propaflor and the Board's encouraging remarks about current year trading. **Spencer Gears** firmed 2 to 13p in response to better-than-expected first-half figures, while **McKechnie Bros** rose 5 to 105p on further consideration of the results. **British Aluminium** found support at 64p, up 4, while **Lake and Elliott**, 53p also added 4.

Foods featured **British Sugar** which, in a market short of stock, put on 15 for a two-day gain of 30 to 480p. **Unigate** touched 90p before settling a penny cheaper on balance at 88p, while **Brooke Bond** softened 2 to 52p. Among Retailers, **Tesco** gave up 1¼ to 605p. **William Low** were quoted annual results due early next month, held at the 1982 peak of 605p. **Wiliam Low** were quoted at 188p ex rights, up 3: the new nil-paid shares opened at 38p premium and touched 42p premium before closing at 40p.

Leading Hotels and Caterers were irregular. **Trusthouse Forte** shed 4 to 126p, but **Ladbroke** improved a couple of pence to 160p.

Beecham wanted

Beecham attracted buyers following Press comment and closed 6 to the good at 246p. Meanwhile, recent high-flying **Glaxo** eased a few pence to 630p on lack of further support. **Metal Box** were friendless at 156p, down 8, while **Unilever** fell 9 to 595p. Elsewhere in miscellaneous industrials, **British Aerospace** improved a few pence to 192p, after 194p, on the £45m acquisition of the Sperry Gyroscope division of Sperry Ltd. Still reflecting the proposed early repayment of the stock at £90 per cent, **Dentsply's 9 per cent Convertible** rose a further 4 points to match the repayment level. **Hestair** touched 49p before closing a net penny better on balance at 46p following good results, while **Thomas Marshall (Loxley)** hardened a similar amount to 49p also after trading news. **Huntleigh** added 6 afresh to 126p and **Sothebys** picked up 5 more to 320p. A dull market of late on the poor results and proposed £0.5m rights issue, **Neil and Spencer** lost 2 more to 13p.

Full-year figures from **Dunlop** proved better than feared and fostered recovery hopes; the shares touched 77p before easing to close 2 dearer on balance at 74p. **Dowty** added a similar amount to 119p but **Lucas** shed 3 more to 185p. Elsewhere in Motors, **York Trailer** continued to draw strength from the chairman's remarks on current trading and added 2 for a two-day gain of 5 to 18p.

Properties retained a firm appearance, but gains were pared as interest petered out. **Land Securities** closed a net 2 dearer at 288p, after 290p, and **MEPC** only a penny firmer on balance at 203p, after 205p. **Capital and Counties**, a rising market recently on speculative interest, softened a penny to 132p, but **Samuel** added 2 to 106p, the latter's interim profits matching market estimates. Satisfactory preliminary results left **Chesterfield** 10 up at 370p, while the return to profitability prompted a gain of 6 to 224p in **Rush and Tompkins**. **Fairview Estates** jumped to 115p before closing a net 10 up at 114p on revived speculative interest.

Oils firm

News of a sharp decline in OPEC output and heightening tension in the Middle East prompted revived support for Oils. Closing levels were a few pence below the best, **Shell** touching 408p before settling a net 12 up at 402p, and **British Petroleum** finishing a like amount higher at 312p, after 314p. **Burmah** closed 5 dearer on balance at 144p, after 146p, and **Tricentrol** 6 to the good at 212p, after 216p. **Lasmo** gained 15 to 340p and **Ultramar** 10 to 417p, while **I C Gas** improved 8 to 193p. **KCA International** added 4 to 100p and **Premier** a penny to 45p, the latter following a Press mention.

Overseas Traders featured **Steel Brothers** which advanced 25 to 230p, the widely-anticipated rights issue being offset by the increased earnings and final dividend. Meat traders **Thomas Borthwick** gained the turn to 13p following Press comment.

Suport for Textiles rempained selective. **Dawson International** added 2 more to 123p, while **S. Lyles**, interim due next Monday, firmed a like amount to 78p. Among smaller-priced issues, **Shaw and Marvin**, 17p, and **Sekers International**, 21p, both added a couple of pence.

Australian gains

A resurgence of buying interest in overnight Sydney and Melbourne markets led to sizeable gains in Australian mining and oil and gas issues; jobbers reported a change of sentiment *in the sectors* and noted genuine investment buying of the leading base-metal and energy stocks.

Among the former, gains ranging to 10 were common to **Western Mining**, 228p, **MIM Holdings**, 180p, **North Broken Hill**, 120p, and **CSR**, 196. **Bougainville** rose 3 to a 1982 high of 77p.

The speculative oil and gas isues attracted persistent demand and were featured by **Cultus Pacific**, 2 up at a 1982 high of 24½p and **Metramar Minerals**, 3 firmer at a year's high of 28p.

In Golds, **Poseidon** moved up 4 to 104p and **North Kalgurli** 2 to 21p, with **Gold Mines of Kalgoorlie** 5 harder at 205p.

Ashton Mining provided the only weak spot, losing 5 to 50p following the lower valuation put on the company's diamonds from the AK-1 pipe.

In contrast with Australians, the South African sectors closed little changed after extremely quiet routine trading.

Golds showed little change either way, awaiting the last batch of March quarter results, those of the Anglo American group mines, and the April dividends from the Orange Free State mines in the Anglo group.

Interest was also diminished by the lack of movement in the bullion price — finally 75 cents up at $344.25 an ounce. The Gold Mines index edged up 0.1 to 250.7.

South African Financials followed a similar pattern to Golds, while London-based issues generally closed a fraction easier on *lack of interest.*

Contracts completed in Traded Options yesterday amounted to 3,316 — the highest total since February 12. The sharp increase in business was mainly attributable to an active trade in both **British Petroleum** and **Shell Transport** reflecting the strength of the underlying securities. BP attracted 705 calls, with the July 300s and 330s recording 226 and 146 respectively, while Shell accounted for 409. Support was also noted for **Courtaulds** and **GEC**, which attracted 269 and 270 calls respectively, while recent high-flyer **Imperial** recorded 379. Puts traded amounted to 360, the lion's share of the business again being done in oils; BP attracting 136 and Shell 80.

FINANCIAL TIMES STOCK INDICES

	April 22	April 21	April 20	April 19	April 16	April 15	A year ago
Government Secs	67.67	67.87	67.45	67.06	66.50	66.59	69.46
Fixed Interest	68.19	68.28	67.75	67.40	67.56	67.56	71.22
Industrial Ord	569.0	567.4	562.6	558.1	550.7	544.8	584.3
Gold Mines	250.7	250.6	247.8	255.5	265.5	266.9	353.5
Ord. Div. Yield	5.52	5.54	5.56	5.60	5.69	5.75	5.62
Earnings, Yld.%(full)	11.03	11.02	11.12	11.21	11.38	11.48	11.02
P/E Ratio (net) (*)	11.36	11.39	11.29	11.19	11.02	10.90	11.35
Total bargains	15,210	15,973	15,478	13,979	16,504	15,615	26,258
Equity turnover £m.	—	104.94	116.69	77.30	113.90	119.17	184.40
Equity bargains	—	11,812	12,462	9,393	12,487	11,019	25,208

10 am 569.6. 11 am 571.0. Noon 568.2. 1 pm 568.7.
2 pm 568.2. 3 pm 568.4.

Basis 100 Govt. Secs. 15/10/26. Fixed Int. 1928. Industrial Ord. 1/7/35. Gold Mines 12/9/55. SE Activity 1974.

Latest Index 01-246 8026.

*Nil=10.50.

HIGHS AND LOWS

	1982 High	1982 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs	69.55 (25/3)	61.89 (5/1)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	69.74 (2/4)	62.79 (7/1)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	579.8 (29/1)	518.1 (5/1)	597.3 (30/4/81)	49.4 (26/6/40)
Gold Mines	308.0 (6/1)	209.2 (8/3)	558.9 (22/9/80)	43.5 (26/10/71)

S.E. ACTIVITY

	April 21	April 20
—Daily		
Gilt Edged Bargains	152.6	142.9
Equities Bargains	76.5	80.7
Value	212.1	235.9
5-day Avrge.		
Gilt-Edged Bargains	150.0	145.7
Equities Bargains	74.1	71.8
Value	215.1	205.6

RECENT ISSUES

EQUITIES

Issue price p	Amount paid up	Latest Renunc. Date	1982 High	1982 Low	Stock	Closing price p	+ or −	Div. or amount	Times Covered	Gross Yield	P/E Ratio
140	F.P.	14/5	148	140	AIM Group 10p	145	−5	bd3.75	1.9	5.7	16.1
142	F.P.	26/3	212	186	Amersham	204	−5	b3.5	2.4	2.5	16.5
15	F.P.	15/4	28	19	Cambrian & Gen. 7½p	28	.....	—	—	—	—
‡105	F.P.	—	109	105	✱Cass Group 10p	109	.....	ud2.5	2.8	3.3	15.7
§102	F.P.	—	135	122	Dew (George)	125	+1	g5.7	4.0	6.5	5.5
—	F.P.	—	25	21	Fleet Holdings 20p	22	.....	—	—	—	—
—	F.P.	—	39	27	Greenfriar Warrants	38	−1	—	—	—	—
—	—	—	15	10	ΔGr'p Inv Option Crts	15	+1	—	—	—	—
‡250	F.P.	14/5	250	245	✱Io Technology	245	−7	—	—	—	—
‡99	F.P.	5/5	93	89	✱Imm. Bus. Sys. 10p	89	.....	—	—	—	—
‡‡	F.P.	—	275	267	✱Jebsens Drilling	268	.....	b17.5	2.3	9.3	6.7
‡120	F.P.	7/5	134	122	✱Leisure Inds.	122	.....	b5.0	2.8	5.9	8.5
§130	F.P.	16/4	170	137	✱Oceonics 10p	160	.....	bd1.5	4.7	1.3	17.1
‡‡	F.P.	—	30	30	Osprey Assets	30	.....	F1.4	—	6.7	—
**	F.P.	—	42	39	P. H. Industrials	40	.....	b3.5	1.8	12.5	6.3
136	F.P.	13/5	141	135	Standard Secs.	135	.....	b2.8	1.2	3.0	40.5
**	F.P.	—	90	70	Zambia Cons Cpr 10K	70	.....	—	—	—	—

FIXED INTEREST STOCKS

Issue price £	Amount paid up	Latest Renunc. date	1982 High	1982 Low	Stock	Closing price	+ or −
100	F.P.	14/4	116	110	Boddingtons Brew 9½% Cnv. Ln. 2000-05	112	—
¶100	£10	24/6	10½	10½	Bristol Water 9% Pref.	10¼	—
§99.393	£25	14/7	25	21½	Cred. Foncier de France 14⅞% Ln. 2007	22¾	−¼
‡5	F.P.	—	136	136	First Nat. 12½pc Conv. Uns. Ln. 1987	136	—
100	F.P.	22/3	103	97	Hunting Pet. 10% Cnv. Ln. 1997	97	—
¶99	F.P.	29/4	101⅝	101½	Lee Valley 9½% Red. Prf. 1989	100½	—
‡100	F.P.	—	100⅝	99⅝	Nationwide Bdg. Soc. 14¼% (14/3/83)	99⅞	—
‡100	F.P.	—	100⅛	99⅝	Do. 14¼% (4/4/83)	99⅞	—
‡100	F.P.	—	100¼	100⅛	Do. 14¾% (25/4/83)	100¼	—
‖107	Nil	29/4	3pm	1½pm	Queens Moat 10½% Cnv. '89-91	3pm	—
**	F.P.	16/4	102½p	100p	Ropners 11½% Cum. Prf	102p	—
98.53	£20	20/5	25½	19¾	Trans-Canad Pipelines 16¼% Notes 2007	23½	−¼

"RIGHTS" OFFERS

Issue price p	Amount paid up	Latest Renunc. date ●	Latest Renunc. date ■	1982 High	1982 Low	Stock	Closing price p	+ or −
10	Nil	27/4	28/5	2½pm	1½pm	Ansbacher (H.) 5p	2pm	−¼
170	Nil	—	—	20pm	20pm	Bank Leumi (UK) £1	20pm	—
125	F.P.	21/4	28/5	146	135	Beazer (C. H.) 10p	143	+5
A$1	Nil	—	—	9½pm	3½pm	Bond Corp.	9½pm	+5½
70	F.P.	15/3	19/4	108	73	✱Clyde Petroleum	98	−2
30	F.P.	29/3	10/5	60	50	First Castle 10p	57	+1
20	Nil	30/4	28/5	19pm	14pm	Fisher (A.)	17pm	−1
5	Nil	—	—	⅝pm	⅛pm	Grovebell (5p)	½pm	—
160	F.P.	22/3	29/4	188	164	Hunting Pet. Services	182	—
120	Nil	—	—	34pm	24pm	Lilley (F.J.C.)	34pm	—
145	Nil	—	—	42pm	38pm	Low (Wm.) 20p	40pm	—
A$2.25	Nil	22/3	29/4	40pm	12pm	M.I.M.	40pm	+7
18	Nil	—	—	4pm	4pm	North Kalgurli	4pm	—
6	F.P.	19/4	21/5	8	6½	Platignum 5p	7½	−½
27	Nil	29/4	27/5	1½pm	¾pm	Queens Moat	¾pm	−¼
98	F.P.	15/4	4/6	104	99	Riley Leisure	104	—
74	F.P.	8/4	6/5	120	98	St. George's Grp. 10p	116	—
10	F.P.	24/3	23/4	12½	10½	Sturla 10p	11½	+½
133	Nil	—	—	18pm	15pm	Vickers (£1)	15pm	−5

Renunciation date usually last day for dealing free of stamp duty. ***b*** **Figures based on prospectus estimate.** ***d*** **Dividend rate paid or payable on part of capital; cover based on dividend on full capital.** ***g*** **Assumed dividend and yield.** *t* Indicated dividend: cover relates to previous dividend, P/E ratio based on latest annual earnings. *u* Forecast dividend: cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1982. Q Gross. T Figures assumed. ♦ Figures or report awaited. ‡ Cover allows for conversion of shares not now ranking for dividend or ranking only for restricted dividends. § Placing price. *p* Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation, merger or take-over. ‖‖ Introduction. ☐ Issued to former preference holders. ■ Allotment letters (or fully-paid). ● Provisional or partly-paid allotment letters. ✱ With warrants. †† Dealings under special Rule. ✱ Unlisted Securities Market. ‡‡ London Listing. ‡ Effective issue price after scrip. † Formerly dealt in under Rule 163(2)(a). ‡‡ Unit comprising five ordinary and three Cap shares. Δ Issued free as an entitlement to ordinary holders.

ACTIVE STOCKS

Above average activity was noted in the following stocks yesterday

Stock	Closing price pence	Day's change	Stock	Closing price pence	Day's change
Beecham	246	+ 6	Hawker Siddeley	316	+10
British Aerospace	192	+ 3	ICI	322	− 2
BP	312	+12	MIM Holdings	180	+ 9
Burmah Oil	144	+ 5	Metal Box	156	− 8
Dunlop	74	+ 2	Shell Oil	402	+12
Empire Stores	*104*	—	*Western Mining*	*228*	+ 9

WEDNESDAY'S ACTIVE STOCKS

Based on bargains recorded in S.E. Official List

Stock	No. of price changes	Wednesday's closing price pence	Day's change	Stock	No. of price changes	Wednesday's closing price pence	Day's change
GEC	17	830	+ 7	Smith & Neph.	12	119	+ 8
Glaxo	17	633	+12	Unilever	12	604	+ 1
Beecham	16	240	+ 7	Amersham Intl.	11	207	+ 7
GUS "A"	12	495	+ 7	Fisons	11	315	+ 5
Hanson Trust	12	152	+ 8	GKN	11	163	+ 3
Harris Qnsway.	12	164	+12	ICI	10	324	+ 2
RTZ	12	442	+ 4	Royal Insce.	10	337	− 3

RISES AND FALLS YESTERDAY

	Rises	Falls	Same
British Funds	1	77	15
Corpns., Dom. and Foreign Bonds	3	26	47
Industrials	265	211	865
Financial & Props.	168	44	296
Oils	37	14	56
Plantations	1	5	17
Mines	38	19	103
Others	41	54	62
Totals	554	450	1,461

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

	EQUITY GROUPS & SUB-SECTIONS Figures in parentheses show number of stocks per section	Thurs April 22 1982 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 30%)	Est. P/E Ratio (Net)	Wed April 21 Index No.	Tues April 20 Index No.	Mon April 19 Index No.	Fri April 16 Index No.	Year ago (approx.) Index No.
1	CAPITAL GOODS (208)	370.49	+0.3	9.82	4.34	12.62	369.51	365.43	360.32	357.44	363.94
2	Building Materials (23)	326.54	+0.4	13.52	5.31	8.96	325.30	322.73	317.19	314.83	318.26
3	Contracting, Construction (28)	591.61	+0.3	14.77	4.98	7.97	589.76	581.14	571.56	571.33	596.68
4	Electricals (31)	1301.54	—	7.15	2.27	17.89	1301.62	1289.89	1276.23	1255.33	1126.35
5	Engineering Contractors (9)	496.66	−0.1	13.51	6.13	8.71	497.17	489.38	477.56	477.81	484.66
6	Mechanical Engineering (67)	193.63	+0.7	11.87	5.99	10.23	192.26	190.11	187.20	187.91	228.65
8	Metals and Metal Forming (11)	164.81	+0.2	10.13	7.20	12.55	164.43	161.78	157.72	157.67	178.52
9	Motors (21)	93.46	−0.3	2.65	7.18	—	93.76	93.40	92.76	92.13	109.51
10	Other Industrial Materials (18)	375.89	+0.7	9.64	5.63	12.61	373.19	367.11	361.11	360.30	391.78
21	CONSUMER GROUP (201)	302.61	—	12.33	5.53	9.95	302.72	298.14	293.28	291.22	283.83
22	Brewers and Distillers (21)	299.10	−0.3	15.81	6.53	7.63	300.07	296.58	294.80	292.23	304.62
25	Food Manufacturing (22)	273.80	−0.4	15.59	6.62	7.73	274.99	272.18	265.86	266.05	259.27
26	Food Retailing (14)	616.28	−0.2	8.72	3.26	14.00	617.41	606.22	586.53	587.39	542.36
27	Health and Household Products (8)	425.50	+1.0	8.05	3.80	14.46	421.26	411.18	404.11	396.64	306.82
29	Leisure (24)	449.62	−0.6	10.11	5.04	12.35	452.22	444.91	437.07	438.24	445.48
32	Newspapers, Publishing (12)	531.65	−0.1	10.40	5.89	13.08	532.36	531.86	523.15	525.81	503.14
33	Packaging and Paper (14)	146.26	−0.8	15.66	7.26	7.45	147.38	144.99	142.18	141.55	155.41
34	Stores (45)	276.18	+0.1	10.31	4.87	13.00	275.88	270.86	267.89	264.73	282.12
35	Textiles (23)	171.95	+0.1	9.60	5.84	13.54	171.79	170.85	167.50	168.07	168.47
36	Tobaccos (3)	320.39	+0.3	19.12	8.14	5.96	319.41	316.87	315.91	306.01	241.07
39	Other Consumer (15)	292.03	+0.2	1.72	5.41	—	291.34	289.96	286.54	285.86	301.87
41	OTHER GROUPS (78)	253.42	−0.5	13.31	6.15	9.06	254.61	251.88	248.75	247.27	243.58
42	Chemicals (16)	336.10	−0.3	13.41	6.88	8.91	336.96	333.91	331.43	325.55	383.96
44	Office Equipment (4)	122.08	−1.2	13.19	7.04	9.23	123.62	121.17	118.45	117.78	129.38
45	Shipping and Transport (13)	552.93	+0.2	19.45	6.72	6.12	552.05	552.75	546.80	550.79	640.33
46	Miscellaneous (45)	321.58	−0.7	11.53	5.10	10.62	323.94	319.35	314.15	314.86	301.45
49	INDUSTRIAL GROUP (487)	319.35	—	11.54	5.38	10.63	319.30	315.14	310.40	308.19	305.66
51	Oils (13)	729.96	+3.5	17.67	7.97	6.62	705.07	704.06	699.17	676.15	816.32
59	500 SHARE INDEX	352.75	+0.6	12.55	5.64	9.66	350.73	346.80	342.84	338.17	346.54
61	FINANCIAL GROUP (117)	249.60	—	—	6.60	—	249.66	248.98	245.73	245.35	261.85
62	Banks (6)	268.20	+0.2	39.06	7.98	2.80	267.64	266.71	263.52	260.45	262.44
63	Discount Houses (9)	228.86	−0.1	—	9.48	—	229.19	230.75	218.28	217.20	303.50
65	Insurance (Life) (9)	263.40	+0.6	—	6.94	—	261.85	260.29	255.53	261.59	269.02
66	Insurance (Composite) (10)	153.99	−0.9	—	9.19	—	155.39	156.51	153.74	153.76	166.14
67	Insurance Brokers (7)	474.00	−0.5	11.11	5.37	12.27	476.36	475.33	462.44	461.40	377.47
68	Merchant Banks (12)	145.80	−0.8	—	5.73	—	147.04	146.63	145.75	146.64	159.32
69	Property (49)	439.46	+0.7	4.95	3.46	26.97	436.42	433.14	431.15	426.00	507.64
70	Other Financial (15)	169.55	−1.1	18.53	6.73	6.24	171.40	170.28	167.83	171.23	178.79
71	Investment Trusts (112)	293.16	+0.7	—	5.50	—	291.14	288.60	286.30	286.62	314.82
81	Mining Finance (4)	211.38	−0.3	14.86	6.67	8.23	212.11	210.67	209.51	207.61	237.19
91	Overseas Traders (17)	370.40	−0.2	14.14	8.59	8.64	371.19	367.36	363.19	363.83	472.63
99	ALL-SHARE INDEX (750)	325.96	+0.4	—	5.86	—	324.50	321.42	317.21	314.46	327.97

FIXED INTEREST

	PRICE INDICES	Thurs April 22	Day's change %	Wed April 21	xd adj. today	xd adj. 1982 to date
	British Government					
1	5 years	110.03	−0.14	110.19	—	3.99
2	5-15 years	109.03	−0.31	109.37	—	4.33
3	Over 15 years	112.03	−0.28	112.34	—	4.93
4	Irredeemables	119.04	—	119.04	—	1.62
5	All Stocks	110.07	−0.24	110.34	—	4.35
6	Debentures & Loans	96.49	−0.11	96.59	—	3.04
7	Preference	63.61	—	63.61	—	2.60

	AVERAGE GROSS REDEMPTION YIELDS		Thurs April 22	Wed April 21	Year ago (approx.)
	British Government				
1	Low	5 years	12.06	11.99	11.58
2	Coupons	15 years	12.94	12.88	12.11
3		25 years	12.93	12.88	12.21
4	Medium	5 years	14.26	14.18	13.11
5	Coupons	15 years	14.04	13.99	13.64
6		25 years	13.56	13.52	13.36
7	High	5 years	14.17	14.08	13.87
8	Coupons	15 years	14.23	14.18	13.84
9		25 years	13.77	13.72	13.55
10	Irredeemables†		12.67	12.66	11.63
11	Debs & Loans	5 years	15.16	15.01	14.43
12		15 years	14.94	14.94	14.43
13		25 years	14.85	14.94	14.45
14	Preference†		15.58	15.58	14.47

† Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A new list of constituents is available from the Publishers, The Financial Times, Bracken House, Cannon Street, London, EC4P 4BY, price 15p, by post 28p.

NEW HIGHS AND LOWS FOR 1982

The following quotations in the Share Information Service yesterday attained new Highs and Lows for 1982.

NEW HIGHS (41)

AMERICANS (2)
Beth. Steel · Fin. Corp. America
BANKS (1)
Deutsche Bank
BEERS (1)
Buckley's Breweries
BUILDINGS (4)
Jarvis (J.) · SGB
Lovell (Y. J.) · Tilbury Group
STORES (3)
Empire Stores · Harris Queensway
Habitat 9½pc Cnv. 96-2001
ELECTRICALS (1)
Philips Lamps
ENGINEERING (4)
Baker Perkins · Christy Brothers
Bullough · Green's Economiser
FOODS (1)
Brit. Sugar
INDUSTRIALS (10)
Arthury & Madeley · Huntleigh
Crosby Woodfield · Pitney Bowes Inc.
Dentsply 9pc Cnv. '91-96 · Reed Int.
Dufay Bitumastic · Sandhurst Marketing
Hestair · Wills (G.)
LEISURE (1)
Photax (London)
NEWSPAPERS (1)
Websters
PAPER (1)
Usher-Walker
PROPERTY (3)
Chesterfield · Fairview Estates
Cussins Prop.
TRUSTS (1)
TR North America
OIL & GAS (4)
Burmah · Royal Dutch
CCP North Sea · Shell Transport
MINES (3)
Bougainville · Metramar
Cultus Pacific

NEW LOWS (27)

AMERICANS (1)
Kaiser Al.
CANADIANS (3)
Can. Imp. Bank · Hawker Siddeley Canada
Can. P. Ent.
CHEMICALS (1)
Brent Chems.
STORES (2)
Owen Owen · Paradise (B.)
ELECTRICALS (4)
Mitel Corp. · Pifco
Petbow · Pifco A
ENGINEERING (2)
Carclo · Moss Eng.
FOODS (1)
Squirrel Horn
INDUSTRIALS (5)
Peek Holdings · Star Computer
Sidlaw · Sutcliffe Speakman
Smiths Inds.
MOTORS (1)
Appleyard
PROPERTY (2)
Daon Dev. Corp. · McKay Secs.
TRUSTS (1)
Inv. in Success
OIL & GAS (2)
Palliser Res. · Tiber Energy
OVERSEAS TRADERS (1)
Nesco Invs.
TEAS (1)
Lunuva

OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
April 5	April 26	July 15	July 26
April 26	May 7	July 29	Aug 9
May 10	May 21	Aug 12	Aug 23

For rate indications see end of Share Information Service

Money was given for the call in **Second City Properties, Marks and Spencer, Claremont, Riley Leisure, NCC, Trident TV "A", Pennine Commercial, Woolworths, Lonrho, Rank Organisation, Nimslo, Premier Oil, Sun Oil Royalties, Celtic Haven, Town and City Properties, Australian Consolidated Minerals** and **ICL**. Puts were completed in **Tubes** and **British Sugar**, while a double was struck in **Unigate**.

WORLD VALUE OF THE DOLLAR

Bank of America NT & SA, Economics Department, London

The table below gives the rates of exchange for the U.S. dollar against various currencies as of Wednesday, April 21, 1982. The exchange rates listed are middle rates between buying and selling rates as quoted between banks, unless otherwise indicated. All currencies are quoted in foreign currency units per one U.S. dollar except in certain specified areas. All rates quoted are indicative. They are not based on, and are not intended to be used as a basis for, particular transactions.

Bank of America NT and SA does not undertake to trade in all listed foreign currencies, and neither Bank of America NT and SA nor the *Financial Times* assume responsibility for errors.

COUNTRY	CURRENCY	VALUE OF DOLLAR
Afghanistan	Afghani (O)	50.08
Albania	Lek	5.703
Algeria	*Dinar*	*4.1875*
Andorra	Fr. Franc Sp. Peseta	6.244 105.52
Angola	Kwanza	30.214
Antigua	E. Caribbean $	2.7025
Argentina	Peso (f) (2)	11675
Australia	Dollar	0.9499
Austria	Schilling	16.8225
Azores	Port. Escudo	72.85
Bahamas	Dollar	1.00
Bahrain	Dinar	0.377
Balearic Is.	Sp. Peseta	105.52
Bangladesh	Taka	21.55
Barbados	Dollar	2.01
Belgium	Franc (C) Franc (F)	45.16 49.56
Belize	Dollar	2.00
Benin	C.F.A. Franc	312.20
Bermuda	Dollar	1.00
Bhutan	Ind. Rupee	9.3897
Bolivia	Peso	43.565
Botswana	Pula	0.9373
Brazil	Cruzeiro	158.81
Brunei	Dollar	2.128
Bulgaria	Lev	0.942
Burma	Kyat	6.4516
Burundi	Franc	90.00
Cameroun Rp.	C.F.A. Franc	312.20
Canada	Dollar	1.2213
Canary Is.	Sp. Peseta	105.52
Cape Verde Is.	Escudo	36.51
Cayman Is.	Dollar	0.835
Cen. Af. Rep.	C.F.A. Franc	312.20
Chad	C.F.A. Franc	312.20
Chile	Peso (O)	39.00
China	Renminbi Yuan	1.8582
Colombia	Peso (O)	61.73
Comoros	C.F.A. Franc	312.20
Congo(P'ple.Rep.of	C.F.A. Franc	312.20
Costa Rica	Colon (O) Colon	8.60 38.09
Cuba	Peso	0.8144
Cyprus	Pound*	2.1377
Czechoslovakia	Koruna (O)	5.85
Denmark	Krone	8.1162
Djibouti Rp. of	Franc	178.50
Dominica	E. Caribbean $	2.7025
Domin. Rep.	Peso	1.00
Ecuador	Sucre (O) Sucre (F)	25.00 43.20
Egypt	Pound* (O) Pound* (1)	1.4493 1.2151
El Salvador	Colon	2.50
Eq'tl Guinea	Ekuele	211.04
Ethiopia	Birr (O)	2.0326
Faeroe Is.	Dan. Krone	8.1162
Falkland Is.	Pound*	1.771
Fiji	Dollar	0.9187
Finland	Markka	4.597
France	Franc	6.244
Fr. C'ty in Af.	C.F.A. Franc	312.20
Fr. Guiana	Franc	6.244
Fr. Pac. Is.	C.F.P. Franc	104.461
Gabon	C.F.A. Franc	312.20
Gambia	Dalasi	2.2586
Germany (E)	Ostmark (O)	2.3925
Germany (W)	Mark	2.3925
Ghana	Cedi	2.75
Gibraltar	Pound*	1.771
Greece	Drachma	63.45
Greenland	Dan. Krone	8.1162
Grenada	E. Caribbean $	2.7025

COUNTRY	CURRENCY	VALUE OF DOLLAR
Guadaloupe	Franc	6.244
Guam	U.S. $	1.00
Guatemala	*Quetzal*	*1.00*
Guinea Bissau	Peso	39.4083
Guinea Rep.	Syli	22.1092
Guyana	Dollar	2.9814
Haiti	Gourde	5.00
Honduras Rep.	Lempira	2.00
Hong Kong	Dollar	5.811
Hungary	Forint	34.9827
Iceland	Krona	10.31
India	Rupee	9.3897
Indonesia	Rupiah	652.50
Iran	Rial (O)	79.00
Iraq	Dinar	0.2953
Irish Rep	Punt*	1.446
Israel	Shekel	20.13
Italy	Lira	1319.50
Ivory Coast	C.F.A. Franc	312.20
Jamaica	Dollar	1.788
Japan	Yen	242.87
Jordan	Dinar	0.3485
Kampuchea	Riel	n.a.
Kenya	Shilling	10.695
Kiribati	Aust. Dollar	0.9499
Korea (Nth)	Won	0.94
Korea (Sth)	Won	718.30
Kuwait	Dinar	0.2874
Lao P'pls D. Rep	Kip	10.00
Lebanon	Pound	4.9675
Lesotho	Loti	1.05
Liberia	Dollar	1.00
Libya	Dinar	0.2961
Liechtenst'n	Sw. Franc	1.9437
Luxembourg	Lux Franc	45.16
Macao	Pataca	6.0405
Madagascar D. R.	Franc	312.20
Madeira	Port. Escudo	72.85
Malawi	Kwacha	0.9509
Malaysia	Ringgit	2.336
Maldive Is.	Rufiyaa (O) Rufiyaa (M)	3.93 7.55
Mali Rp.	Franc	624.40
Malta	Pound*	2.4438
Martinique	Franc	6.244
Mauritania	Ouguiya	49.50
Mauritius	Rupee	11.1956
Mexico	Peso	46.09
Miquelon	Fr. Franc	6.244
Monaco	Fr. Franc	6.244
Mongolia	Tugrik (O)	3.3555
Montserrat	E. Caribbean $	2.7025
Morocco	Dirham	5.9445
Mozambique	Metica	29.9266
Namibia	S.A. Rand	1.05
Nauru Is.	Aust. Dollar	0.9499
Nepal	Rupee	13.20
Netherlands	Guilder	2.653
Neth. Ant'les	Guilder	1.80
New Zealand	*Dollar*	*1.305*
Nicaragua	Cordoba	10.00
Niger Rp.	C.F.A. Franc	312.20
Nigeria	Naira (O)	0.6665
Norway	Krone	6.0735
Oman, Sultanate of	Rial	0.3456
Pakistan	Rupee	11.7078
Panama	Balboa	1.00
Papua N.G.	Kina	0.7228
Paraguay	Guarani	126.00
Peru	Sol	599.75
Philippines	Peso	8.578

COUNTRY	CURRENCY	VALUE OF DOLLAR
Pitcairn Is.	N.Z. Dollar	1.305
Poland	Zloty (O)	80.00
Portugal	Escudo	72.85
Port Timor	Escudo	n.a.
Puerto Rico	U.S. $	1.00
Qatar	Riyal	3.6397
Reunion Ile de la	Fr. Franc	6.244
Romania	Leu (O)	4.47
Rwanda	Franc	92.84
St. Christopher	E. Caribbean $	2.7025
St. Helena	Pound*	1.771
St. Lucia	E. Caribbean $	2.7025
St. Pierre	Fr Franc	6.244
St. Vincent	E. Caribbean $	2.7025
Samoa (Western)	Tala	0.8576
Samoa (Am.)	U.S. $	1.00
San Marino	It. Lira	1319.50
Sao Tome & Principe DR	Dobra	40.5279
Saudi Arabia	Riyal	3.4305
Senegal	C.F.A. Franc	312.20
Seychelles	Rupee	7.4515
Sierra Leone	Leone	1.2343
Singapore	Dollar	2.128
Solomon Is.	Dollar	0.9198
Somali Rep.	Shilling (3) Shilling (4)	6.35 13.46
South Africa	Rand	1.05
Spain	Peseta	105.52
Span. Ports in N. Africa	Sp. Peseta	105.52
Sri Lanka	Rupee	20.70
Sudan Rep.	Pound* (1)	1.1111
Surinam	Guilder	1.785
Swaziland	Lilangeni	1.05
Sweden	Krone	5.892
Switzerland	Franc	1.9437
Syria	Pound	3.9262
Taiwan	Dollar (O)	38.18
Tanzania	Shilling	9.2321
Thailand	Baht	23.00
Togo Rep.	C.F.A. Franc	312.20
Tonga Is.	Pa'anga	0.9499
Trinidad & Tobago	Dollar	2.4063
Tunisia	Dinar	0.5724
Turkey	Lira	147.45
Turks & Caicos	U.S. $	1.00
Tuvalu	Aust. Dollar	0.9499
Uganda	Shilling	78.00
Utd. A'b. Emir.	Dirham	3.6729
Utd. Kingdom	Pound Sterling*	1.771
Upper Volta	C.F.A. Franc	312.20
Uruguay	Peso	12.07
U.S.S.R.	Rouble	0.7783
Vanuatu	Vatu Aust. Dollar	100.913 0.9499
Vatican	Lira	1319.50
Venezuela	Bolivar	4.2987
Vietnam	Dong (O)	2.18
Virgin Is. Br.	U.S. $	1.00
Virgin Is. U.S.	U.S. $	1.00
Yemen	Rial	4.5605
Yemen PDR	Dinar	0.3415
Yugoslavia	Dinar	46.3075
Zaire Rp.	Zaire	5.6966
Zambia	Kwacha	0.9174
Zimbabwe	Dollar	0.7407

n.a. Not available. (m) Market rate. * U.S. dollars per National Currency unit. (o) Official rate. (c) Commercial rate. (f) Financial rate.
(1) Egypt—Floating rate fixed daily by Central Bank of Egypt for Importers, Exporters, Tourists. (2) Argentina—Commercial and Financial rate combined 30/12/81.
(3) Somali: Parallel exchange rates introduced July 1—for essential imports. (4) Somali: Exports and Non-Essential Imports and Transfers.

CURRENCIES and MONEY

£ and $ firm

Sterling and the dollar drifted up in quiet foreign exchange trading helped by the favourable figures on UK public sector borrowing and the upward trend in Eurodollar interest rates. The Falklands dispute continued to overhang the market however, keeping trading at a fairly low level.

The Italian lira remained weak near the bottom of the European Monetary System, but there was little change overall.

STERLING — Trade-weighted index (Bank of England) 90.2, against 90.1 at noon and in the morning, 89.9 at the previous close, and 87.8 six months ago. Three-month interbank 13¾ per cent (16 1/16 per cent six months ago). Annual inflation 11 per cent (12 per cent previous month)—Sterling moved within a narrow range of $1.7725-1.7780, after opening at $1.7745-1.7755. It colsed at $1.7760-1.7770, a rise of 35 points on the day. The pound rose to DM 4.2625 from DM 4.2475 against the D-mark; to FFr 11.09 from FFr 11.0850 against the French franc; and to SwFr 3.50 from SwFr 3.4750 in terms of the Swiss franc. It was unchanged at Y431.50 against the Japanese yen.

DOLLAR—Trade weighted index 115.4 against 115.2 on Wednesday and 109.8 six months ago. Three-month Treasury bills 12.24 per cent (13.86 per cent six months ago). Annual inflation rate 7.7 per cent (8.4 per cent previous month)—The dollar rose to DM 2.3975 from DM 2.3960; to SwFr 1.9685 from SwFr 1.9575; but fell to FFr 6.2440 from FFr 6.2525; and to Y242.80 from Y243.25.

DEUTSCHEMARK—EMS member (strongest). Trade weighted index 123.3 against 123.4 on Wednesday and 122.6 six months ago. Three-month interbank 9.275 per cent (11.575 per cent six months ago). Annual inflation 5.2 per cent (5.8 per cent previous month)—The Deutschemark was again strong against major currencies at the Frankfurt fixing, improving in terms of all members of the EMS. The French franc fell to DM 38.315 from DM 38.335 per 100 francs, and the Dutch guilder to DM 90.160 from DM 90.180 per 100 guilders. Outside the EMS the Swiss franc weakened to DM 1.2201 from DM 1.2311, but the Japanese yen, sterling and the dollar gained ground. Sterling rose to DM 4.2540 from DM 4.2390, and the dollar to DM 2.3969 from DM 2.3925. The lack of change in the key German interest rates following the German central bank council meeting probably helped the Deutschemark, and the Bundesbank did not intervene at the fixing.

FRENCH FRANC—EMS member (third weakest). Trade-weighted was unchanged at 78.6 against 81.7 six months ago. Three-month interbank 16¼ per cent (16 1/16 per cent six months ago). Annual inflation 13.9 per cent (unchanged from previous month) — The franc showed mixed changes at the Paris fixing, rising against the Swiss franc and Italian lira, but falling against the dollar, sterling, and D-mark. The dollar rose to FFr 6.2560 from FFr 6.2450, and the pound to FFr 11.1060 from FFr 11.0650.

JAPANESE YEN — Trade weighted index 136.2 against 136.3 on Wednesday and 137.2 six months ago. Three-month bills 7.09375 per cent (7.40625 per cent six months ago). Annual inflation 3.1 per cent (3.3 per cent previous month)—The yen maintained its recent firmer trend against the U.S. dollar in Tokyo. The U.S. currency fell to Y243 from Y244, after opening at Y242.70, and touching a low of Y242.43. It rose to a peak of Y243.75 on nervousness about the confrontation between Israel and Syria as tension flared again in the Middle East.

THE POUND SPOT AND FORWARD

April 22	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	1.7725-1.7780	1.7760-1.7770	0.20-0.30c dis	−1.69	0.65-0.75dis	−1.58
Canada	2.1705-2.1775	2.1750-2.1760	0.35-0.45c dis	−2.21	1.20-1.30dis	−2.30
Nethlnd.	4.71-4.75	4.72½-4.73½	2½-1⅞c pm	5.39	6½-6 pm	5.28
Belgium	80.20-80.70	80.50-80.60	20-35c dis	−4.10	80-95 dis	−4.34
Denmark	14.42-14.47	14.43-14.44	7½-8½ore dis	−6.55	20¾-21½dis	−5.75
Ireland	1.2270-1.2350	1.2315-1.2325	0.60-0.72p dis	−6.43	1.80-1.97dis	−6.12
W. Ger.	4.24½-4.27½	4.25¾-4.26¾	1¾-1⅝pf pm	4.22	5-4½ pm	4.46
Portugal	129.25-130.25	129.50-130.00	190-510c dis	−32.37	400-1205dis	−24.74
Spain	187.00-188.00	187.60-187.80	65-95c dis	−5.11	195-245 dis	−4.69
Italy	2.343-2.350	2.347-2.349	20-24 lire dis	−11.24	62-67 dis	−10.99
Norway	10.76-10.81	10.79-10.80	3⅞-5⅛ore dis	−5.00	6¾-7⅞ dis	−2.71
France	11.08-11.14	11.08½-11.09½	7-10c dis	−9.20	24-27 dis	−9.20
Sweden	10.45-10.52	10.51-10.52	¼ore pm-par	0.43	2-1½ pm	0.66
Japan	430-435	431-432	2.50-2.30y pm	6.67	7.00-6.80 pm	6.40
Austria	29.85-30.05	29.95-30.00	15-11gro pm	5.20	37-30 pm	4.47
Switz.	3.47-3.51	3.49½-3.50½	3-2½c pm	9.43	7¾-7⅛ pm	8.43

Belgian rate is for convertible francs. Financial franc 88.15-88.25. Six-month forward dollar 1.20-1.30c dis, 12-month 1.90-2.05c dis.

THE DOLLAR SPOT AND FORWARD

April 22	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.7725-1.7780	1.7760-1.7770	0.20-0.30c dis	−1.69	0.65-0.75dis	−1.58
Ireland†	1.4390-1.4440	1.4405-1.4420	0.63-0.53c pm	4.83	1.70-1.55 pm	4.51
Canada	1.2240-1.2260	1.2250-1.2255	0.03-0.08c dis	−0.54	0.19-0.24dis	−0.70
Nethlnd.	2.6560-2.6675	2.6600-2.6630	1.60-1.50c pm	6.98	4.60-4.50 pm	6.83
Belgium	45.25-45.75	45.34-45.36	10-12c dis	−2.91	30-35 dis	−2.87
Denmark	8.1300-8.1445	8.1300-8.1400	3.20-3.40ore dis	−4.86	8.60-9.10dis	−4.35
W. Ger	2.3955-2.4030	2.3970-2.3980	1.20-1.15pf pm	5.88	3.57-3.52 pm	5.91
Portugal	72.60-73.50	72.00-73.50	100-275c dis	−31.01	200-650dis	−23.43
Spain	105.50-105.80	105.75-105.80	30-40c dis	−3.97	85-100 dis	−3.50
Itally	1,321-1,322½	1,321-1,322	9½-11½ lire dis	−9.53	29½-32½dis	−9.38
Norway	6.0650-6.0790	6.0650-6.0750	1.30-1.60ore dis	−6.07	1.90-2.20dis	−1.35
France	6.2415-6.2725	6.2415-6.2465	3-3½c dis	−6.49	12-13½ dis	−8.17
Sweden	5.9010-5.9220	5.9100-5.9200	1.10-0.95ore pm	2.08	3.15-3.00 pm	2.08
Japan	242.40-243.50	242.75-242.85	1.74-1.66y pm	8.40	4.87-4.77 pm	7.94
Austria	16.84½-16.88½	16.85¼-16.86¼	10¼-8¾gro pm	6.75	27½-24½ pm	6.16
Switz.	1.9590-1.9730	1.9680-1.9690	1.82-1.72c pm	10.79	4.85-4.75 pm	9.75

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency.

CURRENCY MOVEMENTS

April 22	Bank of England Index	Morgan Guaranty Changes%
Sterling	90.2	−33.0
U.S. dollar	115.4	+7.5
Canadian dollar	88.4	−17.9
Austrian schilling	116.6	+25.5
Belgian franc	94.9	−2.1
Danish kroner	83.6	−13.5
Deutsche mark	123.3	+47.1
Swiss franc	148.8	+101.3
Guilder	114.2	+21.2
French franc	78.6	−15.1
Lira	64.0	−58.4
Yen	136.2	+30.3

Based on trade weighted changes from Washington agreement December, 1971. Bank of England Index (base average 1975=100).

CURRENCY RATES

April 21	Bank rate %	Special Drawing Rights	European Currency Units
Sterling	—	0.630374	0.563814
U.S. $	12	1.11677	0.998515
Canadian $	16.34	1.36514	1.21978
Austria Sch.	6¼	18.7796	16.7950
Belgian F.	14	50.4585	45.1329
Danish Kr.	11	9.06315	8.11295
D mark	7½	2.67187	2.39144
Guilder	8	2.96447	2.65156
French Fr.	9½	6.97423	6.24022
Lira	19	1475.58	1317.64
Yen	5½	272.045	242.639
Norwgn. Kr.	9	6.77489	6.05599
Spanish Pts.	8	117.785	105.305
Swedish Kr.	10	6.58302	5.88625
Swiss Fr.	5½	2.17044	1.94461
Greek Dr'ch.	20½	—	65.4856

OTHER CURRENCIES

April 22	£	$		£ Note Rates
Argentina Peso	21,046-21,086†	11,850-11,900†	Austria	29.75-30.05
Australia Dollar	1.6850-1.6870	0.9490-0.9495	Belgium	87.60-88.50
Brazil Cruzeiro	270.50-271.50	152.43-153.19	Denmark	14.38-14.52
Finland Markka	8.183-8.196	4.6065-4.6085	France	11.05-11.15
Greek Drachma	118.251-118.626	63.30-63.60	Germany	4.23½-4.27½
Hong Kong Dollar	10.32½-10.34½	5.8175-5.8225	Italy	2305-2370
Iran Rial	145.75*	82.25*	Japan	431-436
Kuwait Dinar(KD)	0.506-0.512	0.2869-0.2871	Netherlands	4.69¾-4.73¾
Luxembourg Fr.	80.50-80.60	45.34-45.36	Norway	10.73-10.83
Malaysia Dollar	4.1460-4.1560	2.3360-2.3380	Portugal	126-137
New Zealand Dlr.	2.3135-2.3175	1.3030-1.3045	Spain	181½-194
Saudi Arab. Riyal	6.06-6.12	3.4290-3.4310	Sweden	10.43-10.53
Singapore Dollar	3.7850-3.7925	2.1300-2.1322	Switzerland	3.47½-3.51½
Sth. African Rand	1.8625-1.8635	1.0485-1.0490	United States	1.76½-1.78½
U.A.E. Dirham	6.49-6.55	3.6715-3.6735	Yugoslavia	93-99

† Now one rate. * Selling rate.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU central rates	Currency amounts against ECU April 22	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc	44.6963	45.1640	+1.05	+1.05	±1.5440
Danish Krone	8.18382	8.11950	−0.79	−0.79	±1.6428
German D-Mark	2.41815	2.39176	−1.09	−1.09	±1.1097
French Franc	6.19564	6.24201	+0.75	+0.75	±1.3743
Dutch Guilder	2.67296	2.65462	−0.69	−0.69	±1.5069
Irish Punt	0.686799	0.691340	+0.66	+0.66	±1.6689
Italian Lira	1305.13	1318.58	+1.03	+1.03	±4.1242

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

Sterling/ECU rate for April 22 .... 0.562506

EXCHANGE CROSS RATES

April 22	Pound St'rling	U.S. Dollar	Deutschem'k	Japan'se Yen	FrenchFranc	Swiss Franc	Dutch Guild'	Italian Lira	Canadia Dollar	Belgian Franc
Pound Sterling	1	1.777	4.263	431.5	11.09	3.500	4.730	2348.	2.176	80.55
U.S. Dollar	0.563	1.	2.399	242.9	6.243	1.970	2.663	1322.	1.225	45.34
Deutschemark	0.235	0.417	1.	101.2	2.602	0.821	1.110	550.9	0.510	18.90
Japanese Yen 1,000	2.317	4.117	9.878	1000.	25.70	8.111	10.96	5441.	5.042	186.7
French Franc 10	0.902	1.602	3.844	389.1	10.	3.156	4.265	2117.	1.962	72.63
Swiss Franc	0.286	0.508	1.218	123.3	3.169	1.	1.351	670.9	0.622	23.01
Dutch Guilder	0.211	0.376	0.901	91.23	2.345	0.740	1.	496.4	0.460	17.03
Italian Lira 1,000	0.426	0.757	1.815	183.8	4.723	1.491	2.014	1000.	0.927	34.31
Canadian Dollar	0.460	0.817	1.959	198.3	5.098	1.609	2.174	1079.	1.	37.03
Belgian Franc 100	1.241	2.205	5.292	535.7	13.77	4.345	5.872	2915.	2.701	100.

FT LONDON INTERBANK FIXING (11.00 a.m. APRIL 22)

3 months U.S. dollars		6 months U.S. dollars	
bid 14 15/16	offer 15 1/16	bid 14 15/16	offer 15 1/16

The fixing rates are the arithmetical means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 am each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

April 22	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	D-mark	French Franc	Italian Lira	Belgian Franc Conv.	Belgian Franc Fin.	Yen	Danish Krone
Short term	13½-13¾	14¾-15	14-15	5½-7¾	1½-3	8 15/16-9 1/16	16½-18	18-21	14-16	14½-14¾	6¼-6½	20⅝-20⅞
7 days' notice	13½-13¾	15-15¼	14-15	7¾-8¼	5¾-6¼	8-8⅛	18½-20	21½-24½	16-18½	14½-14¾	6⅜-6¾	21-21½
Month	13¾-13⅞	14⅞-15⅛	15¼-15⅜	8-8⅛	4⅛-4¼	9 1/16-9 3/16	20¾-21¾	24-26	17½-19	14 7/16-14 11/16	6¾-6⅞	19½-20
Three months	13 11/16-13 13/16	14⅞-15⅛	15¼-15⅜	8 13/16-8 15/16	4⅞-5	8⅞-9	21¾-25¼	24⅜-25⅜	17¼-18¼	14 11/16-15 1/16	6⅞-7	18¾-19¼
Six months	13 11/16-13 13/16	14⅞-15⅛	15⅜-16	8⅛-8¼	5 1/16-5 3/16	8¾-8⅞	21½-22½	23¾-24⅜	16⅞-17⅞	14⅞-15	6⅞-7	18½-18¾
One Year	13¾-13⅞	14 13/16-14 15/16	16-16⅝	8 7/16-8 9/16	5¾-5⅞	8⅝-8¾	19½-20½	23⅝-24¼	16-16½	14¾-14⅞	6 7/16-6 9/16	17-17½

SDR linked deposits: one month 13⅛-13⅜ per cent; three months 13 7/16-13 11/16 per cent; six months 13 9/16-13 13/16 per cent; one year 13-13¼ per cent.

ECU linked deposits: one month 14⅛-14⅜ per cent; three months 14 5/16-14 9/16 per cent; six months 13 15/16-14 3/16 per cent; one year 13⅜-13⅝ per cent.

Asian $ (closing rates in Singapore): one month 15-15¼ per cent; three months 15-15¼ per cent; six months 15-15¼ per cent; one year 14 11/16-14 15/16 per cent. Long-term Eurodollar two years 15-15¼ per cent; three years 15⅛-15⅜ per cent; four years 15¼-15½ per cent; five years 15⅜-15⅝ per cent; nominal closing rates. Short-term rates are call for U.S. dollars, Canadian dollars and Japanese yen; others two days' notice.

The following rates were quoted for London dollar certificates of deposit: one month 14.75-14.85 per cent; three months 14.70-14.80 per cent; six months 14.65-14.75 per cent; one year 14.55-14.75 per cent.

MONEY MARKETS

UK rates little changed

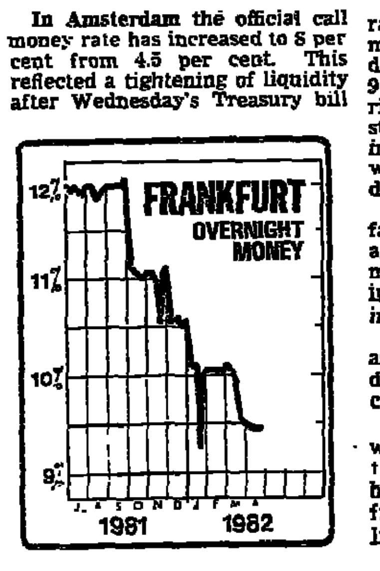
UK interest rates showed little overall change yesterday in rather featureless trading. Treasury bill rates were unchanged from Wednesday while interbank rates showed a flat yield from three-months onwards as the market awaited further developments in the Falklands crisis. Once again official assistance given to the money market was some way below the projected shortage although short term money rates in the interbank market traded between 13 per cent and 14 per cent for most of the day. The one-week rate was quoted at 13⅝-13¾ per cent compared with 13⅝-13¾ per cent.

A shortage of £400m was forecast by the Bank of England in the money market with bills maturing in official hands accounting for £352m, partly offset by Exchequer transactions of £50m. The Bank gave assistance in the morning of £202m, comprising purchases of £8m of eligible bank bills in band 1 (up to 14 days) at 13⅛ per cent and £147m in band 2 (15-33 days at 13 per cent. In band 3 (34-63 days) it bought £30m of eligible bank bills at 12⅞ per cent and in band 4 (64-84 days) £17m at 12⅞ per cent.

The forecast was later revised to £450m without taking into account the morning's help and assistance in the afternoon came to £123m, making a grand total of £325m. The afternoon help was made up of purchases of eligible bank bills, £6m in band 1 at 13⅛ per cent, £23m in band 2 at 13 per cent, £46m in band 3 at 12⅞ per cent and £48m in band 4 at 12⅞ per cent.

There were no changes in credit policies after yesterday's meeting of the Bundesbank central council in Frankfurt. Call money was quoted at 9.45 per cent unchanged from Wednesday. This could well rise in the next few days as banks seek funds to build up reserves. Up until yesterday banks had been holding off in the hope of a reduction in the special Lombard rate.

In Amsterdam the official call money rate has increased to 8 per cent from 4.5 per cent. This reflected a tightening of liquidity after Wednesday's Treasury bill



EUROCURRENCIES

$ rates rise

Eurodollar rates were slightly firmer yesterday and the dollar was generally weaker in forward trading.

An unchanged special Lombard rate in Frankfurt pushed Euromarks higher but they are still discounting a half point cut to 9 per cent. Despite an initial rise in Euro-marks the D-mark strengthened against the dollar in forward trading, reflecting a widening in differentials as Eurodollars rose.

Euro-Swiss francs continued to fall, pushing the franc still firmer against the dollar in the forward market. The fall in rates was in line with further reductions in domestic time deposit rates.

Euro-sterling remained steady as the market awaited further developments in the Falkland crisis.

Elsewhere, the Japanese yen was a little stronger in forward trading while the weaker members of the EMS, the Belgian franc and Italian lira, showed little overall change.

MONEY RATES

NEW YORK

Prime rate	16½
Fed. funds (lunch-time)	14¾-15
Treasury bills (13-week)	12.24
Treasury bills (26-week)	12.51

GERMANY

Special Lombard	9.50
Overnight rate	9.45
One month	9.375
Three months	9.275
Six months	9.10

FRANCE

Intervention rate	16.0
Overnight rate	18.5
One month	16.1875
Three months	16.125
Six months	15.375

JAPAN

Discount rate	5.50
Call (unconditional)	7.15625
Bill discount (three-month)	7.08375

LONDON MONEY RATES

April 22 1982	Sterling Certificate of deposit	Interbank	Local Authority deposits	Local Auth. negotiable bonds	Finance House Deposits	Company Deposits	Discount Market Deposits	Treasury Bills ф	Eligible Bank Bills ф	Fine Trade Bills ф
Overnight	—	13-14	—	—	—	—	12½-13	—	—	—
2 days notice	—	—	13½-13⅝	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 days notice	—	13⅝-13¾	13½-13⅝	—	—	13¾-14	12¾-13	—	—	—
One month	13 11/16-13 9/16	13 9/16-13 11/16	13 11/16	14⅜-14⅛	13⅝	13¾-14	12¾-13	13 1/16	13 1/16	13⅞
Two months	13 11/16-13 9/16	13⅝-13¾	—	14¼-14	13 9/16	14	12¾-12⅞	12 15/16-13	12 15/16	13¾
Three months	13 11/16-13 9/16	13 9/16-13 11/16	13¾	14¼-14	13 11/16	14	12¾-12⅞	12 15/16-13	12 15/16	13¾
Six months	13¾-13⅝	13 11/16-13 13/16	13¾	13¾-13⅝	13 13/16	—	—	—	12 13/16-12 15/16	13⅝
Nine months	13¾-13⅝	13 15/16-13⅞	—	14⅛-13¾	13 15/16	—	—	—	—	—
One year	13¾-13⅝	13 15/16-13⅞	13¾	14-13¾	13 15/16	—	—	—	—	—
Two years	—	—	13⅞	—	—	—	—	—	—	—

Local authorities and finance houses seven days' notice, others seven days fixed. Long-term local authority mortgage rates nominally three years 14 per cent; four years 14⅛ per cent; five years 14⅛ per cent. ф Bank bill rates in table are buying rates for prime paper. Buying rates for four-month bank bills 13 per cent; four months trade bills 13⅝ per cent.

Approximate selling rates for one month Treasury bills 12 29/32-13 per cent; two months 12 13/16-12⅞ per cent; three months 12 13/16-12⅞ per cent. Approximate selling rate for one month bank bills 13 1/32 per cent; two months 12 13/16-12 27/32 per cent and three months 12 13/16-12 27/32 per cent; one month trade bills 13⅝ per cent; two months 13½ per cent; three months 13⅜ per cent.

Finance Houses Base Rates (published by the Finance Houses Association) 14½ per cent from April 1 1982. Clearing Bank Deposit Rates for sums at seven days' notice 10-10¼ per cent. Clearing Bank Rates for lending 13 per cent.

Treasury Bills: Average tender rates of discount 13.1983 per cent.

Certificates of Tax Deposit (Series 5) 13½ per cent from March 8. Deposits withdrawn for cash 11 per cent.

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED TRUSTS

Abbey Unit Tst. Mngrs. (a)

Allen Harvey & Ross Unit Tst. Mngrs.

Allied Hambro Ltd. (a) (g)

Anderson Unit Trust Managers Ltd.

Ansbacher Unit Mgmt. Co. Ltd.

Anthony Wieler Unit Tst. Mgmt. Ltd.

Arbuthnot Securities Ltd. (a)(c)

Archway Unit Tst. Mgs. Ltd.(a)(c)

Arkwright Management

Barclays Unicorn Ltd.(a)(c)(g)

Baring Brothers & Co. Ltd.

Bishopsgate Progressive Mgmt. Co.

Bridge Fund Managers (a)(c)

Britannia Gp. of Unit Trusts Ltd. (a)(c)(g)

Brown Shipley & Co. Ltd. (a)(g)

Buckmaster Management Co. Ltd.

Canada Life Unit Trust Mngrs. Ltd.

Capel (James) Mngt. Ltd.

Carr, Sebag Unit Trust Managers(a)

Charinco Charities N/R Fund‡‡

Charities Official Invest. Fund‡‡

Chieftain Trust Managers Ltd (a) (g)

Choulartan Fund Managers(g)

Confederation Funds Mgt. Ltd. (a)

Craigmount Unit Tst. Mgrs. Ltd.

Crescent Unit Tst. Mgrs. Ltd. (a)(g)

Dartington Unit Trust Mngt. Ltd.

Discretionary Unit Fund Managers

Dunbar Unit Trust Managers Ltd.

E. F. Winchester Fund Mngt. Ltd.

Equity & Law Un. Tr. M. (a) (b) (c)

Fidelity International Management Ltd.

James Finlay Unit Trust Mngt. Ltd.

Framlington Unit Mgt. Ltd. (a)

Robert Fraser Trust Mgt. Ltd.

Friends Prov. Trust Managers (a)(b)(c)

Funds in Court*

G.T. Unit Managers Ltd.

G. & A. Trust (a) (g)

Gartmore Fund Managers (a)(g)

Govett (John)

Grieveson Management Co. Ltd.

Guardian Royal Ex. Unit Mgrs. Ltd.

Henderson Administration (a) (b) (c)

Hexagon Services Ltd.

Hill Samuel Unit Tst. Mgrs.† (a)

HK Unit Trust Managers Ltd. (a)

Investment Bank of Ireland (a)

Investment Intelligence Ltd. (a)

Key Fund Managers Ltd. (a)(g)

Kleinwort Benson Unit Managers

L & C Unit Trust Management Ltd.

Legal & General (Unit Tst. Mngrs.) Ltd.

Leonine Administration Ltd.

Lloyds Bk. Unit Tst. Mngrs. Ltd. (a)

Lloyd's Life Unit Tst. Mngrs. Ltd.

Local Authorities' Mutual Invest. Tst.*

M & G Group (y)(c)(z)

ManuLife Management Ltd.

Mayflower Management Co. Ltd.

McAnally Fund Management Ltd.

Mercury Fund Managers Ltd.

Midland Bank Group Unit Trust Managers Ltd.

Minster Fund Managers Ltd.

MLA Unit Trust Mngmnt. Ltd.

Murray Johnstone U.T. Mgmt. (a)

Mutual Unit Trust Managers (a)(g)

National Provident Inv. Mngrs. Ltd.

National Westminster (a)

NEL Trust Managers Ltd. (a) (g)

Northgate Unit Trust Managers Ltd. (c)(y)

Norwich Union Insurance Group (b)

Pearl Trust Managers Ltd. (a)(g)(z)

Pelican Units Admin. Ltd. (g)(x)

Perpetual Unit Trust Mngmt. (a)

Practical Invest. Co. Ltd. (y)(c)

Provincial Life Inv. Co. Ltd.

Prudl. Portfolio Mngrs. Ltd. (a) (b) (c)

Quilter Management Co. Ltd.

Reliance Unit Mgrs. Ltd.

Ridgefield Management Ltd.

Rothschild Asset Management (a) (g)

Rowan Unit Trust Mngt. (a)

Royal Life Fd. Mngmt. Ltd.

Royal Tst. Can. Fd. Mgrs. Ltd.

Save & Prosper Group

Scotbits Securities Ltd.

Schroder Unit Trust Managers Ltd.

Scottish Amicable Inv. Mngrs. Ltd.

Scottish Equitable Fund Mgrs. Ltd.

Scottish Widows' Fund Management

SIMCO Money Funds

Stewart Unit Tst. Managers Ltd.(a)

Sun Alliance Fund Management Ltd.

Swiss Life Pen. Tst. Man. Co. Ltd.(a)(c)

Target Tst. Mngrs. Ltd. (a) (g)

Trades Union Unit Trust Managers

Transatlantic and Gen. Secs. (c) (y)

Tyndall Managers Ltd.(a)(b)(c)

TSB Unit Trusts (b) (c) (y)

Ulster Bank (a)

Unit Trust Account & Mgmt. Ltd.

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ¶ Guernsey gross. ‡ Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies.

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INSURANCE & OVERSEAS MANAGED FUNDS

INSURANCES

Abbey Life Assurance Co. Ltd.
1-3 St. Paul's Churchyard, EC4. 01-248 9111

Property Fund	226.1	238.0	—	—
Equity Fund	51.0	53.7	+0.5	—
Property Acc.	264.4	278.4	—	—
Equity Acc.	48.8	51.4	+0.4	—
Selective Fund	156.9	164.7	+0.9	—
Money Fund	164.6	173.3	—	—
Convertible Fund	176.6	185.9	—	—
Prop. Fd. Ser. 4	208.8	219.8	—	—
Equity Ser. 4	54.6	57.5	+0.5	—
Man. Ser. 4	196.6	207.0	+1.0	—
Money Ser. 4	149.3	157.2	—	—
Conv. Ser. 4	149.5	157.4	—	—
Fixed Int. Fd. Ser. 4	114.4	120.5	+0.3	—
American Ser. 4	113.5	119.5	−0.7	—
High Inc. Ser. 4	115.3	121.4	+0.4	—
Pension Property	314.1	330.7	—	—
Pension Equity	277.7	292.4	+2.6	—
Pension Selective	147.8	155.6	+0.8	—
Pension Managed	288.1	303.3	+1.4	—
Pension Security	217.7	229.2	—	—
Pension Fixed Int.	110.5	116.4	+0.3	—

Albany Life Assurance Co. Ltd.
31, Old Burlington St., W.1. 01-437 5962

Equity Fd. Acc.	315.5	332.1	+2.8	—
Fixed Int. Acc.	191.2	201.2	—	—
Gtd. Money Fd. Ac.	154.4	162.5	—	—
Intl. Man. Fd. Acc.	146.9	154.5	−0.3	—
Intl. Fxd. Int. Fd.	107.1	112.7	−0.3	—
Prop. Fd. Acc.	158.2	166.5	—	—
M'ple Inv. Acc.	248.2	261.3	+1.1	—
Equity Pen. Fd. Acc.	432.0	454.7	+4.7	—
Fixed I. Pen. Acc.	303.9	319.9	—	—
G'td. Mon. Pen. Acc.	212.2	223.3	+0.1	—
Intl. Mn. Pn. Fd. Acc.	170.0	178.9	−0.3	—
Prop. Pen. Acc.	208.0	218.9	+0.1	—
M'ple Inv. Pen. Acc.	358.4	377.2	+1.9	—

AMEV Life Assurance Ltd.
2-6, Prince of Wales Rd., B'mouth. 0202 762122

Managed Fd.	194.7	205.2	+1.9	—
Money Fd.	142.0	149.5	+0.2	—
Equity Fd.	152.0	160.2	+1.6	—
Fixed Int. Fd.	92.4	97.4	+1.2	—
Property Fd.	146.2	154.1	—	—
Managed Pen. Fd.	166.9	175.9	—	—
Equity Pension Fd.	101.4	106.8	—	—
Fixed Int. Pens. Fd.	118.7	121.5	—	—
High Yield Pens. Fd.	118.6	125.0	—	—
Money Pension Fd.	111.0	116.8	—	—
Property Pension Fd.	109.3	115.2	—	—
Flexifund	122.0	128.6	—	—
AMEV/Framlington				
American & Gen. Fd.	142.6	150.3	−1.0	—
Income Fd.	137.4	144.8	+1.0	—
Intl. Growth Fd.	151.1	159.2	−0.3	—
Capital Fund	138.1	145.5	+0.9	—

Barclays Life Assur. Co. Ltd.
252 Romford Rd., E7. 01-534 5544

Barclaybonds	170.3	179.3	+0.4	—
Equity	169.0	177.9	+0.8	—
Gilt-edged	130.1	137.0	−0.3	—
International	107.2	112.9	+0.1	—
Managed	146.7	154.5	+0.3	—
Money	132.9	139.9	+0.1	—
Property	174.8	184.0	—	—
Man. Pens. Accum.	172.8	181.9	—	—
Do. Initial	150.3	158.3	—	—
Gilt Edg. Pens. Acc.	157.0	165.3	—	—
Do. Initial	132.2	139.2	—	—
Money Pens. Acc.	159.4	167.8	—	—
Do. Initial	135.2	142.4	—	—

Black Horse Life Ass. Co. Ltd.
71, Lombard St., EC3. 01-623 1288

Black Horse Man. Fd.		181.68	—	—
Managed Inv. Fd.	131.20	138.11	—	—
Property Fd.	135.72	142.82	—	—
Fixed Interest Fd.	115.64	121.73	—	—
Cash Fd.	125.59	132.20	—	—
Income Fd.	124.18	130.72	—	—
Extra Income Fd.	123.09	129.57	—	—
Worldwide Growth Fd.	143.13	150.67	—	—
Balanced Fd.	130.22	137.08	—	—
Smlr Co's & Recy. Fd.	126.56	133.23	—	—
Intl. Technology Fd.	144.26	151.86	—	—
Nth. Amer. & Gen. Fd.	98.74	103.94	—	—
Energy Inc. Fd.	80.32	84.55	—	—
Pacific Basin Fund	90.35	95.11	—	—

Canada Life Assurance Co.
2-6, High St., Potters Bar, Herts. P. Bar 51122

Equity Gth. April 1		74.3	—	—
Rtmt. Fed. April 6		169.2	—	—

Canada Life Assurance Co of G. Britain
2-6 High St., Potters Bar, Herts. P. Bar 51122

Managed Pen Fund	1.319	1.389	—	—
Property Pen Fund	1.020	1.074	—	—
Index Lnkd Pen Fund	1.077	1.134	—	—

Cannon Assurance Ltd.
1 Olympic Way, Wembley HA9 0NB. 01-902 8876

Equity Units		£25.64	+0.13	—
Property Units		£16.24	—	—
Equity Bond/Exec	£17.10	18.10	+0.09	—
Prop. Bond/Exec	£21.26	22.50	—	—
Bal. Bd./Exec/Unit	£18.74	19.83	+0.07	—
Deposit Bond	151.2	160.0	—	—
Equity Accum.		315.4	+1.9	—
Property Accum.		£23.38	—	—
Mngd. Accum.		267.3	+1.1	—
2nd Equity	134.2	142.8	+0.8	—
2nd Property	163.6	173.1	—	—
2nd Managed	138.2	146.2	+0.5	—
2nd Deposit	131.9	139.6	—	—
2nd Gilt	111.5	118.0	+1.1	—
2nd. American	121.0	128.0	+0.1	—
2nd Intl. Money	123.6	130.8	−0.1	—
2nd Index	92.9	98.3	−0.2	—
2nd Eq. Pens/Acc	168.2	178.0	+1.1	—
2nd Prp. Pens/Acc	197.0	208.5	—	—
2nd Mgd. Pens/Acc	165.0	174.6	+0.6	—
2nd Dep. Pens/Acc	162.2	171.6	—	—
Gilt Pens/Acc	136.2	144.1	+1.3	—
2nd Am. Pens/Acc	141.7	149.9	+0.1	—
2nd Int. MoneyPens/Acc	137.9	145.9	−0.2	—
2nd Index Pens./Acc.	92.9	98.3	−0.2	—
L & E S.I.F.	57.5	61.0	—	—
L & E S.I.F. 2	39.5	42.0	—	—

Current value April 21.

Capital Life Assurance
Coniston House, Chapel Ash W'ton. 0902 28511

Key Invest. Fd.		107.43e	—	—
Pacemaker Inv. Fd.		87.98	—	—

For Charterhouse Magna see Multiple Health & Life

Chieftain Assurance Funds
11 New Street, EC2M 4TP. 01-283 3933

Managed Growth	160.90	169.37	+1.35	—
Managed Income	81.57	85.87	−0.25	—
International (z)	103.11	108.54	+1.29	—
High Income	94.48	99.46	−0.28	—
Income & Growth	89.67	94.40	−0.37	—
Basic Resources	111.70	117.59	+1.18	—
American (z)	122.62	129.09	—	—
Far Eastern (z)	133.81	140.86	+0.49	—
Cash	125.59	132.20	—	—

City of Westminster Assurance
Ashton House, 499, Silbury Boulevard, Milton Keynes, MK9 2LA. 0908-606101

		Series (2)		(1) Wid
West Prop. Fund	94.1	99.1	—	89.5
Managed Fund	217.2	228.7	—	214.0
Equity Fund	74.1	78.0	+0.2	72.4
Farmland Fund	89.9	94.7	—	90.5
Money Fund	164.9	173.6	—	165.8
Gilt Fund	89.9	94.7	—	90.4
Black Gold Fd.	82.6	87.0	+1.0	82.6
PULA Fund	238.0	249.0	—	238.0
Soc. Prop. Units	80.0	84.0	—	80.0
Sec. First Unit Fund	205.9	216.7	—	205.9

Fund currently closed to new investment.

Perform Units		261.8	—	—

For Pension Prices please phone 0908 606101
Series (2) Prices are for policies issued after 1.1.1980.
Series (1) These are bid prices for earlier policies.

Clerical Medical Managed Funds Ltd.
15, St. James's Sq., SW1Y 4LQ. 01-930 5474

Mixed Fund	106.0	109.2	—	—
Cash Fund	103.8	103.8	—	—

Prices April 14. Unit dealings on Wednesdays.

Commercial Union Group
St. Helen's, 1, Undershaft, EC3. 01-283 7500

Vn. Acc. April 17		96.48	—	—
Vn. Acc. April 23	25.78	—	—	—
"Hand in Hand" Investment Bond				
Cash	110.5	116.4	+0.1	—
Fixed Interest	106.1	111.7	+0.6	—
Property	123.9	130.5	+0.6	—
Nat West Unit Trust	119.8	126.2	+1.5	—

Confederation Life Insurance Co.
50, Chancery Lane, WC2A 1HE. 01-242 0282

Equity Fund	270.6	284.8	—	—
Managed Fund	279.9	294.6	—	—
PIP Fund		669.9	—	—
Persl. Pen. Mngd.	133.5	140.5	—	—
Staffguard Man. Pen.	133.5	140.5	—	—
Group Mngd. Pen.	345.2	351.1	—	—
Fixed Int. Pen.	322.9	324.5	—	—
Equity Pension	451.3	462.8	—	—
Property Pension	309.8	317.7	—	—
International Pen.	94.8	97.2	—	—
Cash Pension		207.7	—	—

Continental Life Insurance PLC
64/70 High St., Croydon CR0 9XN 01-680 5225

Managed Funds Cap.	120.2	126.6	+5.3	—
Pensions Magd Fd Cap.	105.6	111.2	+4.9	—

Cornhill Insurance Co. Ltd.
32, Cornhill, E.C.3. 01-626 5410

Equity Fd. April 20	103.0	108.5	—	—
Fxd. Int. Fd. April 20	97.5	103.0	−0.5	—
Man Gwt Fd April 20	250.0	263.5	+1.0	—
Money Fd. April 20	104.5	110.0	—	—
Cap. Fd. April 15		161.5	—	—
G. & S. Spec. Fd.		68.0	—	—

Credit & Commerce Insurance
120, Regent St., London W1R 5FE. 01-439 7081

CCI Deposit Fnd.	109.0	116.0	—	—
CCI Equity Fnd.	112.0	119.0	—	—
CCI Fixed Int. Fnd.	117.0	124.0	—	—
CCI Mngd. Fnd.	169.0	179.0	—	—
CCI Blue-Chip Fd.	95.0	101.0	—	—
CCI Intl. Fd.	91.0	96.0	—	—
CCI High Income Fd.	96.0	102.0	—	—
CCI Property Fd.	96.0	102.0	—	—

Crescent Life Assurance Co. Ltd.
14 New Bridge Street, EC4V 6AU 01-353 8931

Managed Fund	99.6	105.1	+0.2	—
Managed Int.	94.4	99.4	+0.3	—
UK Equity	101.5	106.8	−0.1	—
Property	99.6	104.8	—	—
Money Market	100.4	105.7	—	—
Fixed Int.	97.0	102.1	+0.1	—
Tokyo	83.4	87.8	+1.1	—
American	104.5	110.0	−0.2	—
International	95.4	100.4	+0.5	—
Reserved	102.6	108.0	+0.1	—
High Distribution	101.6	106.9	−0.8	—
Capital	94.1	99.1	+0.4	—

Crown Life
Crown Life Hse., Woking GU21 1XW 04862 5033

Dist. Fd. Incm.	110.2	116.0	—	10.40
Mang'd Fd. Acc.	153.0	161.0	—	—
Mang'd Fd. Init.	135.7	142.8	−0.1	—
Mang'd. Fd. Incm.	124.2	130.7	—	8.25
Property Fd. Acc.	130.6	137.4	—	—
Property Fd. Init.	116.0	122.1	—	—
Property Fd. Incm.	102.2	107.5	—	7.10
Fixed Int. Fd. Acc.	133.7	140.7	−0.3	—
Fixed Int. Fd. Incm.	98.1	103.2	−0.3	13.05
Equity Fd. Acc.	154.4	162.5	+1.0	—
Equity Fd. Init.	137.6	144.8	+0.8	—
Equity Fd. Incm.	132.3	139.2	+0.8	5.25
Inv. Tst. Fd. Acc.	138.8	146.1	+0.6	—
Inv. Tst. Fd. Init.	141.2	148.6	+0.5	—
Inv. Tst. Fd. Incm.	134.9	141.9	+0.5	2.55
Money Fd. Acc.	130.0	136.8	—	—
Money Fd. Incm.	92.8	97.7	—	13.75
Inter'l. Fd. Acc.	137.0	144.2	+0.8	—
Inter'l. Fd. Incm.	120.9	127.2	+0.7	4.30
High Income Acc.	124.3	130.8	+1.4	—
High Income Inc.	104.0	109.4	+1.1	10.10
PE Coyonel Fd.	128.7	135.6	—	—
Carr Sebag Inv. Fd.	128.3	135.0	—	—
Berwin Equity Fd.	145.2	152.8	—	—
Strategic Inv. Fd.	97.4	102.5	—	—
Beaufort Man. Fd.	92.0	96.8	—	—

Crown Life—Continued

St. George Mngd. Fd.	108.7	114.4	—	—
Lincs & Gen. Fd.	117.8	124.0	—	—
Sage Fd.	83.6	88.0	—	—
Heritage Fd.	95.3	100.3	—	—
DBS Managed	100.2	105.4	—	—
Crown. Brit. Inv. A		217.0	—	—
Pens. Mixed. Fd.	141.2	146.3	—	—
Pens. Mang'd. Acc.	105.4	110.9	—	—
Pens. Mang'd. Init.	102.4	107.7	—	—
Pens. Equity Acc.	94.7	99.6	—	—
Pens. Equity Init.	92.0	96.8	—	—
Pens. Fxd. Int. Acc.	105.2	110.7	—	—
Pens. Fxd. Int. Init.	102.2	107.5	—	—
Pens. Money Acc.	106.5	112.1	—	—
Pens. Money Init.	103.5	108.9	—	—

Crusader Insurance PLC
Tower Hse., 38 Trinity Sq., EC3N 4DJ 488 2323

Growth Prop April 16	104.1	114.4	—	—
Managed Pens Apr 14	112.1	118.1	+0.2	—

Eagle Star Insur./Midland Assur.
1, Threadneedle St., EC2. 01-588 1212

Eagle/Mid. Units	74.9	77.7	−0.1	6.13

Equity & Law Life Ass. Soc. Ltd.
Amersham Road, High Wycombe. 0494 33377

UK Equities Fund	183.0	192.6	+0.6	—
Higher Inc. Fund	118.0	124.2	−0.5	—
Property Fund	188.1	197.7	—	—
Fixed Interest Fund	136.5	143.6	−0.5	—
Index Linked Secs Fnd.	93.1	98.0	—	—
Gtd. Deposit Fund	133.7	140.7	—	—
Nth. America Fund	107.1	112.7	+0.5	—
Far East Fund	83.6	87.9	+0.3	—
International Fund	98.4	103.5	+0.4	—
Mixed Fund	162.7	171.2	—	—

Equity & Law (Managed Funds) Ltd.
Amersham Road, High Wycombe. 0494 33377

Ind. Pen. Equity	178.5	187.8	—	—
Ind. Pen. Property	141.7	149.1	—	—
Ind. Pen. Fixed Int.	131.9	138.8	—	—
Ind. Pen. Indx Lk. Scs.	103.1	108.5	—	—
Ind. Pen. Overseas	146.5	154.1	—	—
Ind. Pen. Cash	132.9	139.8	—	—
Ind. Pen. Balanced	146.9	154.6	—	—
Ind. Pen. Dep. Admin.	132.6	139.5	—	—

Prices at April 15. Next settlement May 13.
Group Pension Funds—Prices Available On Request.

Family Assurance Society
68, East Street, Horsham. 0403 50255

Family A. Managed	164.1	167.5	—	—
Family B. Managed	87.5	89.3	—	—
Family C. Brit.	72.7	74.1	—	—
Family D. Fixed Int.	107.8	110.0	—	—
Family Capital Mngd.	88.3	90.2	—	—
Family Brit. II	53.2	54.3	—	—

G.T. Management Ltd.
16, Finsbury Circus, London, EC2M 7DJ. 01-628 8131

G.T. Plan Bond Fund	99.1	104.4	−0.4	—
GT Pln High Yld Fnd	93.1	98.0	—	—
GT Plan Far East Fnd	86.7	91.3	+0.3	—
GT Pln N Am Fund	99.2	104.5	+0.1	—
GT Pln UK&G.E. Fnd	95.1	100.2	—	—
GT Pln Wrldwde Fnd.	89.4	94.2	—	—
GT Pension Bnd Fnd.	98.5	103.7	−0.3	—
GT Pen High Yld Fd.	97.3	102.5	—	—
GT Pen Far East Fd.	87.2	91.8	−0.3	—
GT Pen N. Am. Fd.	102.3	107.7	+0.2	—
GT Pen UK & G.E. Fd.	96.9	102.1	+0.4	—
GT Pen Worldwide Fd.	89.7	94.5	−0.5	—

Assicurazioni GENERALI S.p.A.
117, Fenchurch St., EC3M 5DY. 01-488 0733

Intl. Managed Bond	138.4	145.7	—	—

General Portfolio Life Ins. C. Ltd.
Crossbrook St., Cheshunt, Herts. Waltham X 31971

Portfolio Fd. Acc.		189.9	—	—
Portfolio Fd. Init.		166.7	—	—
Portfolio Fd. Cap.		186.8	—	—
Portfolio Man. Acc.	58.5	61.6	—	—
Portfolio Man. Init.	53.4	56.2	—	—

Growth & Sec. Life Ass. Soc. Ltd.
48, London Fruit Exchange, E1 6EU 01-377 1122

Flexible Finance		1,297	—	—
Landbank Secs.		59.37	—	—
Landbank Scs. Acc.	156.01	160.01	—	—
G. & S. Super Fd.		£9.833	—	—

Guardian Royal Exchange
Royal Exchange, E.C.3. 01-283 7101

Guardian Assurance				
Property Bonds	294.6	306.8	—	—
GRE Linked Assurance Limited				
Managed Initial	152.1	160.1	+0.3	—
Do. Accum.	163.3	171.9	+0.3	—
Equity Initial	188.5	198.4	−0.5	—
Do. Accum.	202.4	213.0	−0.5	—
Fixed Int. Initial	141.3	148.8	+0.8	—
Do. Accum.	151.7	159.7	+0.8	—
International Initial	132.5	139.4	+0.3	—
Do. Accum.	142.2	149.7	+0.4	—
Property Initial	113.4	119.3	—	—
Do. Accum.	121.6	128.0	—	—
Deposit Initial	114.8	120.8	—	—
Do. Accum.	123.2	129.7	—	—
GRE Pensions Management Ltd.				
Pens. Managed Initial	139.6	146.9	+0.2	—
Pens. Managed Acc.	146.5	154.2	+0.3	—
Pens. Equity Initial	152.6	160.6	−0.4	—
Pens. Equity Acc.	160.1	168.5	−0.4	—
Pens. Fxd. Int. Initial	133.1	140.2	+0.9	—
Pens. Fixed Int. Acc.	139.7	147.1	+0.9	—
Pens. Int'l Initial	117.6	123.8	+0.6	—
Pens. Int'l. Acc.	123.4	129.9	+0.6	—
Pens. Prop. Initial	111.6	117.5	—	—
Pens. Prop. Acc.	117.0	123.2	—	—
Pens. Depos. Initial	122.0	128.4	—	—
Pens. Depos. Acc.	128.0	134.7	—	—

Hambro Life Assurance P.L.C.
7 Old Park Lane, London, W1Y 3LJ. 01-499 0031

Fixed Int. Dep.	168.9	177.8	+0.3	—
Equity	277.5	292.2	+4.0	—
Property	263.9	277.8	+0.2	—
Managed Cap.	186.6	196.5	+1.8	—
Managed Acc.	269.5	283.7	+2.7	—
Overseas	185.6	195.4	+3.8	—
Gilt Edged	162.5	171.1	+2.0	—
American Acc.	157.2	157.2	−1.2	—
Pen.F.I.Dep.Cap.	181.7	191.3	—	—
Pen.F.I.Dep.Acc.	242.3	255.1	—	—
Pen. Prop. Cap.	325.1	342.3	—	—
Pen. Prop. Acc.	478.5	503.7	—	—
Pen. Man. Cap.	313.3	329.8	—	—
Pen. Man. Acc.	460.9	485.2	—	—
Pen. Gilt Edg. Cap.	166.3	175.1	—	—
Pen. Gilt Edg. Acc.	199.9	210.5	—	—
Pen. Eq. Cap.	400.9	422.1	—	—
Pen. Eq. Acc.	447.2	470.8	—	—
Pen. B.S. Cap.	178.6	187.4	—	—
Pen. B.S. Acc.	231.8	243.4	—	—
Pen. D.A.F. Cap.		146.5	—	—
Pen. D.A.F. Acc.		169.3	—	—

Hearts of Oak Benefit Society
129, Kingsway, London, WC2B 6NF 01-404 0393

Property Fund	45.9	49.4	—	—
Managed Fund	110.0	117.0	—	—

Henderson Administration
11 Austin Friars, London, EC2. 01-588 3622

High Income Fd.	109.8	115.6	+0.5	—
Gilt Edged Fund	87.9	92.6	−0.2	—
Capital Growth Fund	104.3	109.8	+0.3	—
Technology	96.8	101.9	+0.3	—
Special Situations Fd.	118.6	124.9	+0.2	—
North American Fund	128.1	134.9	−0.1	—
Far East Fund	120.6	127.0	+0.2	—
Property Fund	106.8	112.5	+0.2	—
Managed Fund	120.6	127.0	+0.1	—
Deposit Fund	108.0	113.7	+0.2	—
Prime Rsdntl. Prp.	96.4	101.5	+0.1	—

Hill Samuel Life Assur. Ltd.
NLA Twr., Addiscombe Rd., Croy. 01-686 4355

Security Fund	103.0	108.5	−0.4	—
British Fund	104.2	109.7	−0.3	—
International Fund	107.1	112.8	−0.4	—
Dollar Fund	110.3	116.2	−0.1	—
Capital Fund	105.8	111.4	−0.9	—
Income Fund	110.0	115.8	−0.4	—
Property Series A	159.4	167.9	—	—
Property Units	262.5	275.7	—	—
Financial Fund	98.5	103.8	−0.3	—
Managed Series A	133.4	140.4	−0.3	—
Managed Series C	113.9	119.9	−0.3	—
Managed Units	229.5	241.6	−0.6	—
High Yield Fund	111.6	117.5	—	—
Money Series A	130.2	137.1	—	—
Money Units	163.7	172.4	—	—
Equity Fund	126.7	133.4	−0.5	—
Fixed Int. Fund	125.0	131.6	−0.4	—
European Fund	99.7	105.0	−0.3	—
Far East Fund	128.0	134.8	+0.8	—
Spec. Sits Fund	113.1	119.1	+0.4	—
Natural Resources Fd.	95.8	100.9	—	—
Pension Fund Prices				
Property Acc.	268.2	277.7	—	—
Property Cap.	146.7	154.4	—	—
Managed Acc.	242.2	255.0	—	—
Managed Cap.	201.8	211.6	—	—
Guaranteed Acc.	175.3	184.6	—	—
Guaranteed Cap.	145.4	153.1	—	—
Equity Acc.	165.2	173.9	—	—
Equity Cap.	144.0	151.6	—	—
Fixed Int. Acc.	148.0	155.8	—	—
Fixed Int. Cap.	128.9	135.7	—	—
Indexed Secs. Acc.	99.4	104.7	—	—
Indexed Secs. Cap.	96.6	101.7	—	—

Imperial Life Ass. Co. of Canada
Imperial House, Guildford. 71255

Growth Fd. April 16	106.6	115.8	—	—
Pen Man Fd April 16	107.6	117.8	—	—
Unit Linked Portfolio				
Managed Fund	125.5	132.1	—	—
Fixed Int. Fd.	126.8	133.4	—	—
Secure Cap. Fd.	128.8	135.6	—	—
Equity Fund	140.8	149.2	—	—
Property Fund	117.3	123.4	—	—

Irish Life Assurance Co. Ltd.
Basildon House, 7/11 Moorgate, EC2. 01-606 8401

Blue Chip April 16	77.8	81.9	—	—
Managed Fund	279.9	294.6	—	—
Mngd. Fd. Ser. II	112.0	117.9	—	—
Prop. Mod. April 1	269.6	283.7	—	—
Prop. Mod. Gt. April 1	331.5	348.9	—	—
Prp.Md.Grth.Ser.II	154.9	163.0	—	—
Exempt. Man. Fd.	163.3	171.9	—	—
High Income Fund	329.8	347.2	—	—
Global Fund	118.1	124.3	—	—

King & Shaxson PLC
52, Cornhill, EC3. 01-623 5433

Bond Fd. Exempt	81.56	85.20	−0.48	—

Langham Life Assur. Co. Ltd.
Langham Hse., Holmbrook Dr., NW4. 01-203 5211

Harvest Pen. Fund	124.2	130.7	—	—
Langham 'A' Plan	77.1	81.1	—	—
Prop. Bond	210.3	221.3	—	—
Wisp (SP) Man Fd	95.9	100.9	—	—

Legal & General (Unit Assur.) Ltd.
Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU. Burgh Heath 53456

Cash Initial	113.8	119.8	—	—
Do. Accum.	131.5	138.5	+0.1	—
Equity Initial	177.7	187.1	+2.2	—
Do. Accum.	203.2	213.7	+2.5	—
Fixed Initial	159.2	167.6	−0.6	—
Do. Accum.	183.6	193.3	−0.6	—
Intl. Initial	130.2	137.1	+0.5	—
Do. Accum.	147.8	155.6	+0.5	—
Managed Initial	165.3	174.1	+0.4	—
Do. Accum.	190.6	200.7	+0.4	—
Property Initial	136.0	143.2	—	—
Do. Accum.	156.8	165.1	—	—
Exempt Cash Init.	141.5	149.0	+0.1	—
Do. Accum.	162.9	171.5	—	—
Exempt Eqty. Init.	251.8	265.1	+0.9	—
Do. Accum.	290.0	305.3	+1.0	—
Exempt Fixed Init.	195.6	205.9	−0.7	—
Do. Accum.	225.2	237.1	−0.7	—
Exempt Intl. Initial	83.4	87.8	+0.3	—
Do. Accum.	86.1	90.7	+0.3	—
Exempt Mngd. Init.	230.0	242.2	+0.3	—
Do. Accum.	264.9	278.9	+0.3	—
Exempt Prop. Init.	152.4	160.5	+0.1	—
Do. Accum.	175.3	184.5	+0.1	—
Sp. Deposit Init.	102.7	108.2	+0.2	—
Do. Accum.	104.9	110.5	—	13.0

Legal & General Prop. Fd. Mgrs. Ltd.
11, Queen Victoria St., EC4N 4TP. 01-248 9678

L&G April 1	125.2	131.8	—	—

Next sub. day May 1.

Life Assur. Co. of Pennsylvania
8, New Rd., Chatham, Kent. Medway 812348

LACOP Units	11.72	12.31	—	—

Lloyds Life Assurance
20, Clifton St., EC2A 4HX 01-920 0202

Multi Gwth. March 6	220.17			
Op. 8 Prop. April 22	223.1	234.9	+0.8	—
Op. 8 Equity April 22	212.9	224.2	+3.3	—
Op. 8 Hy. April 22	189.3	199.3	+3.5	—
Op. 8 Man. April 22	227.7	239.7	+2.9	—
Op. 8 Dep. April 22	164.9	173.7	+0.3	—
Op. Inm. April 22	116.2	122.4	+1.2	—
Op. 8 Inc Dist Apr 22	110.6	115.8	+1.9	—
Op. In M April 22	117.8	124.0	+1.5	—
U.S. SF.I. April 22	106.4	112.1	—	—
O & G Pro Fd April 22	96.4	101.5	+0.1	—
Pens. Pr. April 15	233.8	246.2	—	—
Pens. Pr. Cp. April 15	179.3	188.8	—	—
Pens. Eq. Ac. April 15	529.3	557.3	—	—
Pens. Eq. Op. April 15	405.9	427.3	—	—
Pens. Fxd. Ac. Apr 15	260.0	273.7	—	—
Pens. Fxd. Cp. Apr 15	199.4	209.9	—	—
Pens. Man. Ac. Apr 15	357.6	376.5	—	—
Pens. Man. Cp. April 15	274.0	288.5	—	—
Pens. Dp. AC. April 15	199.0	209.5	—	—
Pens. Dp. Cp. April 15	181.3	190.9	—	—
Britannia Funds—Series A				
Am. Smlr. Co's. April 21	88.1	92.8	—	—
Am. Spec. Sits April 21	108.8	114.6	—	—
Commodity April 21	66.4	69.9	—	—
Extra Inc. April 21	86.0	90.6	—	—
Far East April 21	84.3	88.8	—	—
Fin. Secs. April 21	104.8	110.4	—	—
Gold & Gen. April 21	53.2	56.1	—	—
Growth April 21	78.2	82.4	—	—
Inc. & Growth April 21	103.3	108.8	—	—
Int. Growth April 21	91.6	96.5	—	—
Japan Pref. April 21	73.9	77.8	—	—
Minerals April 21	63.6	67.0	—	—
Nat. Hn. Inc. April 21	100.4	105.7	—	—
Prop. Shd. April 21	89.7	94.5	—	—
Sp. Mkt. Sits. April 21	90.2	95.0	—	—
Recovery April 21	84.7	89.2	—	—
Cs. Tst. April 21	104.5	110.0	—	—
Univ. April 21	62.1	65.4	—	—
World Tech. April 21	90.7	95.5	—	—
Man. Growth April 21	96.0	101.1	—	—
Gilt Dec. April 21	93.5	98.5	—	—
Gartmore Funds—Series A				
American April 20	109.6	115.4	—	—
British April 20	94.8	99.8	—	—
Commodity April 20	78.8	83.0	—	—
Extra Income April 20	104.9	110.5	—	—
Far Eastern April 20	103.8	109.3	—	—
High Income April 20	99.5	104.8	—	—
Income April 20	108.0	113.7	—	—
International April 20	114.1	120.2	—	—
Special Sits. April 20	106.1	111.7	—	—
Gilt April 20	96.5	101.6	—	—
Japan April 20	93.8	98.8	—	—
UK Smlr Cos. April 20	104.9	110.5	—	—

London A'deen & Nthn. Mtl. Assur. Ltd.
129 Kingsway, London, WC2B 6NF. 01-404 0393

'Asset Builder'	53.0	55.8	—	—

London Indemnity & Gnl. Ins. Co. Ltd
18-20, The Forbury, Reading 583511.

Money Manager	45.8	48.6	+0.3	—
M.M. Flexible	39.1	41.3	+0.2	—
Fixed Interest	45.3	47.8	+0.3	—

London Life Linked Assur. Ltd.
100, Temple St., Bristol, BS1 6EA. 0272-279179

Equity	158.8	163.5	+1.1	—
Fixed Interest	118.4	118.9	+1.9	—
Property	140.0	144.2	+0.1	—
Deposit	130.7	130.7	+0.2	—
Mixed	139.4	142.8	+1.4	—
London Life Managed Funds Ltd.				
Equity (P.)	110.3	114.1	−0.1	—
Fixed Int. (P.)	119.6	120.4	+1.9	—
Property (P.)	107.2	110.9	—	—
Deposit (P.)	105.9	105.9	+0.3	—
Mixed (P.)	114.3	117.1	+0.5	—
Indexed Stock (P.)	103.7	104.4	−0.5	—

London & Manchester Gp.
Winslade Park, Exeter 0392 52155

Invest Tst. Fd.		195.0	+0.4	3.8*
Property Fund		117.8	+0.2	1.9*
Flexible Fund		145.2	+0.7	0.6*
Fixed Interest Fd.		173.2	+1.0	—
Gtd. Deposit Fd.		133.3	—	—
Capital Gwth. Fd.		300.0	+1.9	—
Moneymaker Fund		123.2	+0.5	—
Exempt Invest. Tst.		270.0	+0.6	—
Exempt Property		173.6	+0.3	—
Exempt Flexible		179.6	+0.8	—

*Addition to price where reduced mngt. charges apply

M & G Group
Three Quays, Tower Hill, EC3R 6BQ. 01-626 4588

American Fund Bond	76.3	80.2	−0.3	—
American Rec. Bond	100.5	105.6	+0.2	—
Australasia Bond	90.3	94.9	+0.6	—
Commodity Bond	89.7	94.3	+0.2	—
Convert Deposit Bond	162.8	171.0	—	—
Equity Bond (Acc)	201.2	211.4	+0.9	—
Extra Yield Fd. Bond	105.3	110.7	+0.8	—
Family Bonds		302.3	+5.1	—
Far Eastern Bond	95.9	100.8	+0.4	—
Gilt Bond	137.5	144.4	+0.5	—
High Yield Bond	97.3	102.3	+0.8	—
Index-Linked Gt. Bd.	95.1	99.9	—	—
International Bond	140.5	147.6	+0.2	—
Japan Fund Bond	60.6	63.7	+0.6	—
Managed Bond	200.5	210.6	+0.9	—
Property Bond	241.3	253.4	—	—
Recovery Fund Bond	105.2	110.6	+1.0	—

Flexible Pension Fund price on April 13.

American (Cap.)	125.5	131.8	—	—
Do. (Accum.)	141.8	149.0	—	—
Deposit (Cap.)	118.3	124.3	—	—
Do. (Accum.)	133.7	140.5	—	—
Equity (Cap.)	126.0	132.4	—	—
Do. (Accum.)	142.4	149.6	—	—
Fixed Interest (Cap.)	143.5	150.8	—	—
Do. (Accum.)	162.2	170.4	—	—
Index-Linked Gt. (Cap)	84.1	88.4	—	—
Do (Accum)	95.0	99.9	—	—
Managed (Cap.)	131.6	138.2	—	—
Do. (Accum.)	148.7	156.2	—	—
PPP Fund (Cap.)	94.7	99.5	—	—
Do. (Accum.)	107.0	112.4	—	—
Pacific (Cap.)	159.8	167.9	—	—
Do. (Accum.)	180.6	189.7	—	—
Property (Cap.)	122.5	128.8	—	—
Do. (Accum.)	138.5	145.5	—	—
Personl. Pension		428.6	—	—

Manufacturers Life Insurance Co.
St. George's Way, Stevenage. 0438 56101

Managed	173.9	183.1	—	—
Property	154.5	162.6	—	—
Equity	149.5	157.4	—	—
Gilt Edged	191.5	201.6	—	—
Deposit	135.6	142.7	—	—
Investment	64.6	67.9	—	—
International	131.2	138.1	—	—
Pension Fund Prices				
Managed Init.		115.0	—	—
Do. Accum.		116.2	—	—
Property Init.		104.2	—	—
Do. Accum.		105.4	—	—
Equity Init.		114.2	—	—
Do. Accum.		115.4	—	—
Gilt-Edged Init.		113.5	—	—
Do. Accum.		114.8	—	—
Guaranteed Init.		104.3	—	—
Do. Accum.		105.4	—	—
International Init.		113.5	—	—
Do. Accum.		114.8	—	—
Index Lk. Gilt Init.		107.5	—	—
Do. Accum.		108.7	—	—

Merchant Investors Assurance
Leon House, 233 High St., Croydon 01-686 9171

Property		257.9	—	—
Property Pens.		300.9	—	—
Equity		79.4	—	—
Equity Pens.		264.3	—	—
Money Market		188.8	—	—
Money Mkt. Pens.		273.1	—	—
Deposit		172.3	—	—
Deposit Pens.		224.0	—	—
Managed		144.2	—	—
Managed Pens.		213.2	—	—
Intl. Equity		147.2	—	—
Do. Pens.		166.8	—	—
Intl. Managed		144.6	—	—
Do. Pens.		157.6	—	—
North American		83.3	—	—
Do. Pens.		77.8	—	—
Far East		88.6	—	—
Do. Pens.		89.4	—	—
Intnl. Currency		116.0	—	—
Do. Pens.		125.7	—	—
Index Linked		102.5	—	—

Multiple Health and Life Assur. Co. Ltd.
Stephenson House, Brunel Centre, Bletchley, Milton Keynes. 0908 641272

Chrthse. Energy	64.4	—	—	—
Magna Bld. Soc.	179.0	—	—	—
Magna Managed	181.3	—	—	—

NEL Pensions Ltd.
Milton Court, Dorking, Surrey. 0306 887766

Nelex Eq. Cap.	121.4	127.7	—	—
Nelex Eq. Accum.	192.4	202.5	+2.4	—
Nelex Money Cap.	62.7	65.9	—	—
Nelex Mon. Acc.	80.7	84.9	—	—
Nelex Gth Inc Cap.	69.5	73.1	—	—
Nelex Gth Inc Acc.	83.6	87.9	—	—
Nel Mxd. Fd. Cap.	54.9	57.7	—	—
Nel Mxd. Fd. Acc.	67.5	71.0	—	—
Nelex Deposit Cap.	62.7	66.0	—	—
Nelex Deposit Acc.	74.7	77.5	—	—
Nelex Int.Fxd.Int. Cap	56.7	59.6	—	—
Nelex Int.Fxd.Int. Acc.	63.2	66.5	—	—
NelIndexLk.Secs.Cap	46.8	49.2	—	—
NelIndexLk.Secs.Acc	49.2	51.7	—	—

Next sub. day April 25.

NPI Pensions Management Ltd.
48 Gracechurch St., EC3P 3HH. 01-623 4200

Managed Fund	284.9	296.8	—	—

Prices April 1. Next dealing May 14.

New Zealand Sth. Brit. Insce. PLC
Maitland House, Southend SS1 2JS 0702 62955

Kiwi Key Inv. Plan	280.4	288.1	—	—
UK Equity	104.6	110.2	+0.9	—
American	156.6	165.0	−0.5	—
Pacific	200.1	210.7	+1.4	—
Property	129.2	136.1	+0.2	—
Gilt	121.9	128.4	+0.2	—
High Inc. Equity	104.3	109.9	+0.6	—
High Inc. Fxd. Int.	81.9	86.3	−0.4	—
Deposit	128.7	135.5	—	—
Index-Linked Gilt	95.0	100.0	—	—

Norwich Union Insurance Group
PO Box 4, Norwich NR1 3NG. 0603 22200

NUIS (Managed Funds) Ltd.				
Managed Fund	320.2	337.0	—	—
Equity Fund	545.7	574.4	+1.4	—
Property Fund	212.0	223.1	+0.1	—
Fixed Int. Fund	194.6	204.8	−0.8	—
Deposit Fund	147.2	154.9	—	—
Norwich Union Life Insurance Society Pensionmaster				
Fixed Interest*	115.2	121.2	—	—
Ordinary Share*	120.0	126.3	—	—
Property*	104.9	110.4	—	—
Deposit*	101.7	107.0	—	—
Index Linked Sect.*	103.9	109.3	—	—
Mixed*	114.1	120.1	—	—

Prices at April 20.

Nor. Units April 15		306.2	—	—

Pearl Assurance (Unit Funds) Ltd.
252 High Holborn, WC1V 7EB. 01-405 8441.

Inv. Prop. Dist.	131.0	137.9	—	—
Inv. Prop. Acc.	173.9	183.1	—	—
Inv. Equity	178.3	187.7	—	—
Inv. Managed	161.2	169.7	—	—
Pearl Assurance (Unit Linked Pensions) Ltd.				
Ret. Managed	129.4	136.3	—	—

Phoenix Assurance Co. Ltd.
4-5 King William St., EC4P 4HR. 01-626 9876

Wealth Ass.	174.3	183.6	—	—
Eb'r. Ph.Eq.E.	113.5	120.5	—	—

Pioneer Mutual Insurance Co. Ltd.
16, Crosby Rd., N. Waterloo, L'pool 051-928 6655

Pioneer Mtl. Md. Fd.	114.0	121.0	—	—

Planned Savings Group
68, East Street, Horsham 0403 50255

1st Managed	71.8	75.3	—	—
1st Fixed Interest	80.6	85.7	—	—
4th Managed	60.9	64.1	—	—
5th Managed	68.6	73.0	—	—
Pension Managed	71.2	75.8	—	—

Premium Life Assurance Co. Ltd.
Eastchester Hse., Haywards Heath 0444 58721

American Tech. Fd.	104.0	110.0	—	—
Building Soc. Fd.	106.0	111.5	—	—
Balanced	109.0	115.0	—	—
Data Mangt. Fd.	70.0	73.0	—	—
Deposit	109.0	115.0	—	—
Gilt	109.0	115.0	—	—
Natural Resources	75.0	79.0	—	—
Property	114.0	120.0	—	—
UK Equity	114.0	120.0	—	—
International Equity	93.0	98.0	—	—

Prop. Equity & Life Ass. Co.
42 Houndsditch, London EC3A 7AY 01-621 1124

R. Silk Prop. Bond		245.1	—	—

Property Growth Assur. Co. Ltd.
Leon House, Croydon CR9 1LU. 01-680 0606

Property Fund		279.7	—	—
Property Fund (A)		273.4	—	—
Agricultural Fund		1016.7	—	—
Agric. Fund (A)		994.6	—	—
Abbey Nat. Fund		215.9	—	—
Abbey Nat. Fd. (A)		215.1	—	—
Investment Fund		103.6	—	—
Investment Fund (A)		102.4	—	—
Equity Fund		299.7	−0.4	—
Equity Fund (A)		295.3	−0.4	—
Money Fund		191.3	—	—
Money Fund (A)		188.5	—	—
Actuarial Fund		162.0	—	—
Gilt-edged Fund		147.4	−0.6	—
Gilt-Edged Fd. (A)		147.3	−0.6	—
Retire Annuity		318.9	—	—
Immed. Ann'ty		186.0	—	—
International Fd.		160.5	—	—
Prop. Growth Pensions & Annuities Ltd.				
All Weather Ac. Uts.	199.5	210.0	—	—
Inv. Fd. Uts.		231.4	—	—
Pension Fd. Uts.		213.3	—	—
Conv. Pens. Fd.		235.0	—	—
Cnv. Pns. Cap. Ut.		185.5	—	—
Man. Pens. Fd.		238.2	—	—
Man. Pens. Cap. Ut.		195.1	—	—
Prop. Pens. Fd.		247.5	—	—
Prop. Pens. Cap. Uts.		193.0	—	—
Bldg. Soc. Pen. Ut.		212.0	—	—
Bldg. Soc. Cap. Ut.		171.7	—	—
Gilts Pens. Fd.		121.2	—	—
Gilts Pens. Fd. Cap.		111.7	—	—
Equity Pens. Fd.		174.0	+0.1	—
Equity Pens. Fd. Cap.		160.8	+0.1	—

Providence Capitol Life Assc. Co. Ltd.
30 Uxbridge Road, W12 8PG. 01-749 9111

Special Mkt Fd.	45.2	47.6	—	—
Pension Equity	209.8	216.1	—	—
Pension Fxd. Int.	182.0	187.5	—	—
Deposit Fd. Acc.	66.9	70.5	—	—
Ind.Pens.Dep.Fd.Acc.	57.7	60.8	—	—
Equity Fd. Acc.	71.1	75.0	—	—
Ind.Pens.Eq.Fd.Acc.	60.3	63.6	—	—
Fxd. Int. Acc.	63.7	67.1	—	—
Ind.Pens.Fxd.Int.Acc.	57.6	60.7	—	—
Intnl. Acc.	58.6	61.7	—	—
Ind.Pens.Intnl.Acc.	60.9	64.1	—	—
Managed Fd. Acc.	66.7	70.3	—	—
Ind.Pens.Man.Fd.Acc.	59.0	62.2	—	—
Property Fd. Acc.	96.3	101.5	—	—
Ind.Pens.Prop.Fd.Acc.	64.5	68.0	—	—

For Other Funds and Capital Units ring 01-749 9111.

Provincial Life Assurance Co. Ltd.
222, Bishopsgate, EC2. 01-247 6533

Managed Fd.	183.2	192.9	−0.1	—
Cash Fd.	143.5	150.7	—	—
Property Fund	161.5	170.1	—	—
Equity Fund	174.6	183.8	+0.3	—
Fxd. Int. Fund	129.2	136.1	−0.8	—
International	92.1	97.0	+0.4	—
High Income	97.9	103.1	−0.4	—
Far East	94.3	99.3	+0.8	—
North American	104.1	109.6	+0.4	—
Special Sits.	104.9	110.5	−0.8	—
Technology	99.7	105.0	+0.2	—
Managed Pens. Acc.	128.9	135.7	−0.3	—
Deposit Pens. Acc.	118.3	124.5	−0.9	—
Property Pens. Acc.	127.0	133.7	—	—
Fix. Int. Pens. Acc.	118.3	124.6	—	—
Equity Pens. Acc.	141.0	148.5	−0.3	—

For Capital Unit and Other Prices ring 01-247 6533.

Prudential Pensions Limited
Holborn Bars, EC1N 2NH. 01-405 9222

Equity Fd. April 21	£36.99	32.13	—	—
Intnl. Fd. April 21	£6.68	6.27	—	—
Fixed Int. April 21	£27.53	27.89	—	—
Prop. Fd. April 21	£49.89	51.43	—	—
Pru-Link Retirement Plan				
Managed Fund	£1.028	1.071	+0.011	—
Cash Fund	£0.981	1.022	+0.002	—

Refuge Investments Limited
103 Oxford St., Manchester 061-236 9432

Managed	103.6	109.1	—	—
Property	102.2	107.6	—	—

Reliance Mutual
Tunbridge Wells, Kent. 0892 22271

Equity Fund	93.6	98.5	—	—
Prop Fd. (1st Issue)		345.8	—	—
Prop Fd. (2nd Issue)	107.4	113.0	—	—
Managed Fd.	101.0	106.3	—	—

Rothschild Asset Management
St. Swithins Lane, London EC4. 01-626 4356

N.C. Prop.	171.9	182.8xd	—	—

Next sub. period June 30/July 14.

Royal Life Insurance Ltd.
New Hall Place, Liverpool. 051-227 4422

Royal Shield Fd.	224.9	238.0	—	—

Save & Prosper Group
4, Gt.St.Helen's, Lndn., EC3P 3EP. 01-554 8899

Global Equity Fund (z)	48.1	51.0	+0.2	—
Bal. Inv. Fd.	187.0	197.9	+0.6	—
Property Fd.*	248.1	262.6	—	—
Gilt Fd.	160.9	170.3	−0.5	—
Deposit Fd.†	167.4	177.2	—	—
Man. Pens. Fd.	339.9	359.7	—	—
Equity Pens. Fd.	327.5	346.6	+0.5	—
Prop. Pens. Fd.*	493.9	522.7	—	—
Gilt Pens. Fd.	138.9	147.0	−0.4	—
Depos. Pens. Fd.†	160.9	170.3	+0.4	—
A. G. Bond Fund (z)	46.5	49.3	+0.1	—

*Prices on April 21. †Weekly Dealings.

Schroder Life Group
Enterprise House, Portsmouth. 0705 827733

Equity	339.4	357.3	+0.8	—
Fixed Int.	160.7	169.3	−0.5	—
Managed	194.9	205.3	+0.1	—
Money	143.5	151.1	—	—
Overseas	177.3	177.2	−0.2	—
Property	265.9	280.0	—	—
CCM Vanguard	134.3	141.5	−0.7	—
K & S Govt. Secs.	154.7	162.9	−0.4	—
Income Distrib.	114.7	120.8	+0.8	—
Income Accum.	130.0	138.0	+1.0	—
Capital	100.0	105.5	+0.5	—
General	117.0	123.3	+0.7	—
Europe	96.6	101.7	+1.2	—
Smaller Co's.	117.2	116.5	+0.3	—
American	111.7	117.6	−1.2	—
Tokyo	100.7	106.1	+2.3	—
Gilt & Fxd. Int.	105.5	111.1	+0.7	—
Australian	85.4	89.9	+0.9	—
Singapore & Malay	95.7	100.8	+1.2	—
B.S. Pen. Cap	178.1	187.3	—	—
B.S. Pen. Acc.	218.2	229.5	—	—
Equity Pension Cap.	151.3	159.4	—	—
Equity Pension Acc.	172.1	181.3	—	—
Mngd. Pen. Cap.	327.4	344.7	—	—
Mgd. Pen. Acc.	427.3	449.8	—	—
F. Int. Pen. Cap.	121.7	128.2	—	—
F. Int. Pen. Acc.	129.1	135.9	—	—
Money Pen. Cap.	157.0	165.3	—	—
Money Pen. Acc.	156.2	164.4	—	—
Prop. Pen. Cap.	178.8	188.3	—	—
Prop. Pen. Acc.	203.7	214.3	—	—

Prices are for Life Series April 22.

Scottish Amicable Investments.
P.O. Box 25, Craigforth, Stirling. 0786 3141

Equity	115.9	122.1	−0.7	—
Fixed Interest	105.4	111.0	−0.3	—
International	115.0	121.1	+0.4	—
Property	104.9	110.5	—	—
Cash	103.9	109.4	—	—
Index Linked Gilt	94.8	99.8	—	—
Managed	111.0	116.9	−0.3	—
Exempt Eq. Init.	96.4	101.5	−0.6	—
Do. Accum	97.8	103.0	−0.5	—
Exempt Fxd. Int. Init.	106.4	112.0	−0.1	—
Do. Accum	107.8	113.5	−0.1	—
Exempt Intnl. Init.	93.7	98.7	+0.5	—
Do. Accum	95.0	100.1	+0.9	—
Exempt. Prop. Init.	95.0	100.1	—	—
Do. Accum.	96.4	101.5	—	—
Exempt Cash Init.	96.4	101.5	—	—
Do. Accum.	97.8	103.0	+0.1	—
Exempt Man. Init.	99.4	104.7	−0.1	—
Do. Accum.	100.8	106.2	−0.1	—

Scottish Mutual Assurance Society
109 St. Vincent St., Glasgow 041-248 6321

Flex End April 13	325.0	335.1	—	—
Pen. Mngd. Mar 31	226.9	233.9	—	—

Scottish Widows' Group
PO Box 902, Edinburgh EH16 5BU 031-655 6000

Inv. Pol. 1 April 16	165.7	165.7	—	—
Inv. Pol. 2 April 16	154.8	163.0	—	—
Inv. Cash April 16	134.7	141.8	—	—
Mixed Fund	102.7	102.2	+1.6	—
Equity Fund	105.7	111.4	+0.9	—
Property Fund	100.7	106.1	—	—
International Fund	87.0	91.6	−0.3	—
Fixed Int. Fund	108.5	114.3	+0.5	—
Cash Fund	101.3	106.8	—	—
Pens. Mixed Fd. Ord.	109.0	115.2	+0.8	—
Pens. Equity Fd. Ord.	112.0	118.0	+1.2	—
Pens. Prop. Fd. Ord.	101.7	107.1	+0.1	—
Pens. Int. Fd. Ord.	83.8	88.3	−0.3	—
Pens. Fxd. Int. Fd. Ord.	112.7	118.7	+1.5	—
Pens. Cash Fd. Ord.	108.4	114.9	—	—
Ex. U. April 21	279.2	291.2	+3.1	—
Ex. U. Inc. April 21	165.4	170.4	+2.4	—
Pens. Man. April 21	449.2	445.2	+2.7	—
Do. Ct. Fd. April 21	450.0	450.0	+2.9	—
Do. Pro. Fd. April 21	108.5	108.5	—	—
Do. Cash Fd. April 21	113.7	113.7	—	—

Skandia Life Assurance Co. Ltd.
161-166 Fleet St., London EC4 2DY 01-353 8511

Managed Acc.	120.5	126.8	+0.5	—
Equity Acc.	128.6	135.4	+2.2	—
Gilt Plus Acc.	110.9	116.7	+0.1	—
International Acc.	124.7	131.3	—	—
Pens. Managed Acc.	132.9	139.9	+0.6	—
Pens. Equity Acc.	142.3	149.8	+1.6	—

For Prices of other Units and Guaranteed Basic Rates please Phone 01-353 8511

For Solar Life Assurance Ltd. see Sun Life Unit Assurance Ltd.

Standard Life Assurance Company
3 George St., Edinburgh EH2 2XZ. 031-225 7971.

Managed	139.9	147.3	+0.1	—
Property	134.7	141.8	—	—
Equity	158.6	167.0	+0.7	—
International	140.3	147.7	−1.2	—
Fixed Interest	119.9	126.3	+0.2	—
Index Linked	91.9	96.8	+0.2	—
Cash	219.1	225.4	+2.1	—
Pension Managed	153.6	161.7	+0.3	—
Pension Property	132.1	139.1	—	—
Pension Equity	178.7	188.2	+1.2	—
Pension Intl.	144.7	152.4	−1.4	—
Pension Fxd. Int.	123.5	130.1	+0.4	—
Pension Index Linked	91.9	96.8	+0.2	—
Pension Cash	127.3	134.0	—	—

Sun Alliance Insurance Group
Sun Alliance House, Horsham. 0403 64141

Equity Fund	212.4	223.6	+0.8	—
Fixed Interest Fund	143.6	151.2	−0.4	—
Property Fund	215.0	226.4	+0.1	—
International Fd.	119.0	125.3	−0.2	—
Deposit Fund	131.9	138.9	+0.2	—
Managed Fund	171.3	180.4	+0.1	—
Intnl. Bond April 20	£13.32	—	—	—
Individual Pension Funds				
Index Linked	106.4	117.0	+0.2	—
Equity	100.9	106.3	—	—
Fixed Int.	105.9	111.5	—	—
Property	97.4	102.5	—	—
International	96.2	101.3	−0.1	—
Deposit	96.6	101.9	—	—
Managed	100.7	106.0	+0.1	—
Group Pension Funds				
SAFM Fd Int Apr 14	£200.10	210.20	—	—
Property April 14	£112.40	117.00	—	—

Sun Life of Canada (UK) Ltd.
2, 3, 4, Cockspur St., SW1Y 5BH 01-930 5400

Maple Leaf Plans				
Growth Fund	208.3	—	+4.2	—
Managed Acc.	168.8	—	—	—
Equity Accums.	158.3	—	—	—
Managed Fund Acc.	90.9	95.7	—	—
Equity Fund Acc.	90.9	95.7	—	—
Property Fund Acc.	95.2	100.2	—	—
Fixed Int. Fd. Acc.	89.4	94.1	—	—
Intl. Fd. Acc.	96.2	100.8	—	—
Money Fund Acc.	95.2	100.2	—	—
Index-Ld. Secs. Fd. Acc.	94.8	99.8	—	—
Pension Plans				
Personal Pens. Fd.	319.8	—	+3.3	—
Pens. Mngd. Acc.	150.4	158.3	+1.6	—

Sun Life Unit Assurance Ltd.
107, Cheapside, London, EC2V 6DU. 0272-299 524

Managed Cap.	178.9	188.4	—	—
Managed Acc.	198.9	209.4	+0.1	—
Property Cap.	165.0	173.7	—	—
Property Acc.	177.1	186.5	—	—
Equity Cap.	227.2	239.2	+0.7	—
Equity Acc.	244.2	257.1	+0.8	—
Fixed Interest Cap.	123.3	129.8	−0.5	—
Fixed Interest Acc.	132.5	139.5	−0.6	—
Cash Cap.	129.5	136.4	+0.1	—
Cash Acc.	139.1	146.5	+0.1	—
International Cap.	131.4	138.4	+0.7	—
International Acc.	140.5	147.9	+0.7	—
American Cap.	110.8	116.7	+0.1	—
American Acc.	119.0	125.3	+0.1	—
Far Eastern Cap.	124.5	131.1	+0.2	—
Far Eastern Acc.	133.5	140.6	+0.4	—
Distribution	107.9	113.6	−0.9	10.57
Sun Life Pensions Management Ltd. (Rates for individual pension contracts)				
Pens. Managed Cap.	147.6	155.4	+0.2	—
Pens. Managed Acc.	158.0	166.4	+0.3	—
Pens. Property Cap.	115.7	121.8	+0.3	—
Pens. Property Acc.	123.6	130.2	+0.3	—
Pens. Equity Cap.	169.2	178.2	+0.2	—
Pens. Equity Acc.	180.7	190.3	+0.3	—
Pens. F. Interest Cap.	100.8	106.2	−0.3	—
Pens. F. Interest Acc.	107.7	113.4	−0.4	—
Pens. Cash Cap.	115.9	122.0	+0.2	—
Pens. Cash Acc.	122.8	129.3	+0.2	—
Pens. Intnl. Cap.	125.6	132.3	+0.1	—
Pens. Intnl. Acc.	133.8	140.9	+0.1	—
Pens. American Cap.	95.1	100.2	—	—
Pens. American Acc.	101.6	107.0	+0.2	—
Pens. Far Estrn. Cap.	148.2	156.1	+0.1	—
Pens. Far Estrn. Acc.	157.6	165.5	—	—

Target Life Assurance Co. Ltd.
Target House, Gatehouse Road, Aylesbury, Bucks. Aylesbury (0296) 5941

Man. Fund Inc.	131.1	138.0	+0.6	—
Man. Fund Cap.	116.6	122.8	+0.7	—
Man. Fund Acc.	181.3	190.9	+1.2	—
Man. Fd. Init.	127.3	134.1	+0.8	—
Prop. Fund Inc.	140.7	148.2	—	—
Prop. Fd. Cap.	123.7	130.3	—	—
Prop. Fd. Acc.	206.5	217.4	—	—
Prop. Fd. Inc.	137.0	144.3	—	—
Prop. Fd. Inv.	146.0	—	—	—
Fixed Int. Fd. Inc.	121.7	128.2	+2.4	—
Fixed Int. Fd. Cap.	107.0	112.7	+1.7	—
Fixed Int. Fd. Acc.	124.0	130.6	+2.4	—
Fixed Int. Fd. Int.	116.4	122.6	+1.9	—
Dep. Fd. Inc.	114.3	120.4	+0.2	—
Dep. Fd. Acc.	119.2	125.5	+0.2	—
Dep. Fd. Init.	114.2	120.4	+3.6	—
U.K. Equity Fd. Inc.	137.6	144.9	+4.3	—
U.K. Equity Fd. Cap.	121.6	128.0	+0.3	—
U.K. Equity Fd. Acc.	141.0	148.5	+0.3	—
U.K. Equity Fd. Init.	133.0	140.0	+0.2	—
Int. Equity Fd. Inc.	126.4	133.1	+1.1	—
Int. Equity Fd. Cap.	112.9	118.9	+1.0	—
Int. Equity Fd. Acc.	125.6	132.2	+1.1	—
Int. Equity Fd. Ini.	120.7	127.1	+1.1	—
Ret. Plan Ac. Pen.	158.6	149.0	+0.2	—
Ret. Plan Cap. Pen.	100.1	107.5	+0.1	—
Man. Pen. Fd. Acc.	328.7	346.0	+12.8	—
Man. Pen. Fd. Cap.	263.4	277.3	+10.0	—
Gilt Pen. Fd. Acc.	183.7	193.4	—	—
Gilt Pen. Fd. Cap.	151.5	159.5	—	—
Prop. Pen. Fd. Acc.	243.7	256.6	—	—
Prop. Pen. Fd. Cap.	213.3	224.6	—	—
Guar. Pen. Fd. Acc.	154.9	163.1	—	—
Guar. Pen. Fd. Cap.	136.0	143.2	—	—
Index-L. Pen. Fd. Cap.	95.4	100.5	—	—
Index-L. Pen. Fd. Acc.	95.6	100.7	—	—
Sterling Fund		9.50	—	—
U.S. Dollar Fund		11.30	—	—
Swiss Franc Fund		0.80	—	—
Deutsche Mark Fund		5.90	—	—
Yen Fund		3.80	—	—

Transinternational Life Ins. Co. Ltd.
55-57, High Holborn, WC1V 6DU. 01-831 7481

Series 2 Man. Fd.	133.0	139.9	—	—
Series 2 Equity Fd.	158.4	166.8	—	—
Series 2 Prop. Fd.	122.9	129.3	—	—
Series 2 Fixed Int. Fd.	126.7	133.3	—	—
Series 2 Money Fd.	119.2	125.4	—	—
Series 2 O'seas Fd.	113.9	119.8	—	—
Tulip Invest. Fd.	235.3	247.7	—	—
Tulip Managed Fd.	169.8	178.7	—	—
Managed Inv. Fd. Int.	129.9	136.7	—	—
Managed Inv. Fd. Acc.	147.8	155.5	—	—
Man. Pen. Fd. Cap.	186.3	196.1	—	—
Man. Pen. Fd. Acc.	222.5	234.2	—	—

Trident Life Assurance Co. Ltd
London Road, Gloucester. 0452 36541

Managed	160.3	168.8	—	—
Gtd. Mgd.	186.7	196.6	—	—
Property	244.5	257.5	—	—
American	127.8	134.6	−1.8	—
U.K. Equity Fund	156.1	164.4	+1.2	—
High Yield	162.2	170.9	—	—
Gilt Edged	150.9	159.0	—	—
Money	166.8	175.7	—	—
International	109.3	114.1	−0.3	—
Fiscal	173.1	182.3	—	—
Growth Cap.	162.6	171.2	+2.6	—
Growth Acc.	184.3	194.1	—	—
Pens. Equity Acc.	165.1	173.9	+5.9	—
Pens. Mngd. Acc.	192.5	202.8	+3.3	—
Pens. Gilt Edged Acc.	151.4	159.4	+3.1	—
Pens. Gtd. Dep. Acc.	168.8	177.8	+0.6	—
Pens. Pty. Acc.	224.2	236.1	+0.4	—
Trdt. Inv. Bond	51.5	54.3	+0.5	—

Tyndall Assurance/Pensions(a)(b)(c)
18, Canynge Road, Bristol. 0272 732241

3-Way		178.1	+1.3	—
Do. Pens.		256.4	+3.2	—
Equity		226.4	+1.9	—
Bond		207.6	+2.8	—
Property		182.5	—	—
Overseas Inv.		118.2	—	—
UK Inv.		218.0	+2.7	—
Deposit		173.8	+0.3	—
Man. Pen. 3-W		278.2	—	—
Equity Pen.		426.4	—	—
Bond Pen.		252.2	—	—
Prop. Pen.		164.0	—	—
Dep. Pen.		212.0	—	—
New Series from April 1 1982				
U.K. Equity	98.9	107.0	+4.2	—
Nth. American Eq.	98.9	104.2	+0.4	—
Far East Eq.	100.1	105.4	+2.1	—
Fixed	96.4	101.5	+1.3	—
Cash Deposit	95.4	100.5	+0.1	—
Property	95.3	100.4	+0.1	—
Special Opp.	97.9	105.9	+3.1	—
Managed	97.9	103.1	+0.2	—
Index Linked Fund	99.3	104.6	+2.4	—

Vanbrugh Life Assurance
41-43 Maddox St., Ldn. W1R 9LA. 01-499 4923

Managed Fd.	213.9	225.2	+0.2	—
Equity Fd.	362.5	381.6	+1.2	—
Intrl. Fd.	128.8	135.6	—	—
Fixed Int. Fd.	201.8	212.5	−0.5	—
Prop. Fd.	237.6	243.6	—	—
Cash Fd.	161.5	170.1	—	—

Vanbrugh Pensions Limited
41-43, Maddox St., Ldn., W1R 9LA 01-499 4923

Managed	166.6	175.4	—	—
Equity	191.5	200.6	—	—
Fixed Interest	155.8	164.0	—	—
Property	163.8	172.5	—	—
Index Linked Gilt	97.6	102.8	—	—
Guaranteed		13.75	—	—

Windsor Life Assur. Co. Ltd.
Royal Albert Hse., Sheet St., Windsor 68144

Investor Units	107.1	112.6	—	—
Accum. Pen. Units	167.3	176.0	—	—
Flex. Inv. Growth	126.9	133.5	—	—
Future Assd Growth	28.0(a)	49.0(b)	—	—
Ret. Ass'd Pen.		133.38	—	—

OFFSHORE AND OVERSEAS

Adig Investment
Postfach 708, 8000 Munich 1, Telex 524269

Adirenta	DM20.85	21.48	+0.03	—
Adiverba	DM52.93	55.58	+0.14	—
Fondak	DM28.99	30.44	+0.08	—
Fondis	DM21.92	23.02	+0.10	—

Albany Fund Management Limited
P.O. Box 73, St. Helier, Jersey. 0534 73933

Albany $ Fd. (CI)	$163.78	166.42	—	2.11

Next dealing April 23.

For Alexander Fund see Lloyds Bank Intl. Guernsey.

Allen Harvey & Ross Inv. Mgt. (C.I.)
1 Charing Cross, St. Helier, Jsy., C.I. 0534-73741

AH&R Dollar Inc. Fd.	$10.10	10.12xd	—	14.23
AH&R Gilt Edg. Fd.	£11.67	11.73	+0.04	12.87

Alliance International Dollar Reserves
c/o Bank of Bermuda, Hamilton, Bermuda.
Adv: ACMI, 62/63 Queen St., EC4. 01 248 8881
Distribution March 17 (0.000371) (14.5% pa)

Arbuthnot Securities (C.I.) Ltd. (a)(c)(h)
P.O. Box 284, St. Helier, Jersey. 0534 76077

Dollar Income Tst.	$0.972	1.011xd	—	15.82
East Intl. & Energy	137.9	148.9	—	0.83
Gov't Secs. Tst.(CI)	73.1	76.0	+0.2	13.81

Daily Dealing—yields based on estimates.

Sterling Fd.	139.3	139.4	—	0.36

Dealing on Wednesday.

B.I.A. Bond Investments AG
10, Baarerstrasse CH6301, Zug, Switzerland

Bearer Sfd. April 19	10,260	10,800	—	—

Bank of America International S.A.
35 Boulevard Royal, Luxembourg G.D.

Wldinvest Income	$112.28	112.86	+0.58	10.62

Prices at April 22. Next sub. April 28.

Barclays Unicorn International
1, Charing Cross, St. Helier, Jersey. 0534 73741

Unidol Tru.	$39.2	40.6	—	13.6
Unidollar Trust	$11.50	12.08	—	2.00
Unibond Trust	$89.93	90.77	—	11.40
1, Thomas St., Douglas, Isle of Man 0624 4856				
Unicorn Aust. Ext.	51.8	55.7	+1.5	1.80
Do. Aust. Min.	44.9	48.3	+0.6	2.50
Do. Grtr. Pacific	113.4	122.0	—	—
Do. Intl. Income	28.8	31.0xd	—	10.30
Do. Isle of Man Tst.	41.8	45.0	—	10.70
Do. Manx Mutual	47.8	51.5	—	2.10

Bishopsgate Commodity Ser. Ltd.
P.O. Box 42, Douglas, I.o.M. 0624-23911

ARMAC* April 5	$52.51	55.83	—	—
COUNT** April 5	£3.134	3.326	—	1.58
CANRHO** April 5	£1.258	1.334	—	—
KAPSA* April 5	$9.60	10.21	—	—

Original issue *$10 and **£1. Next val. May 3.

Bridge Management Ltd.
GPO Box 590, Hong Kong

N'bashi March 31		Y24,433	—	—
Nippon Fd. April 22	$19.38	20.25	+0.09	1.33

Britannia Intl. Investment Mngt. Ltd.
Box 271, Queensway House, Queen Street, St. Helier, Jersey C.I. 0534-73114

U.S. Dollar Denominated Funds				
Am. Smaller Cos. Fd.	$1.409	1.515	—	—
Gold Fund*	$0.673	0.724	+0.004	7.32
Universal Growth Fund	$0.826	0.888	—	—
Dollar Income Fd.	$0.775	0.829	—	12.25
Sterling Denominated Funds				
American Investments	51.5	55.4	—	4.00
Australian Perf. Fd.	70.7	76.0	—	—
Far East Fund	85.7	92.2	—	1.00
Jersey Energy Tst.	16.1	17.3	—	1.50
Jersey Gilt*	19.8	20.9	—	13.16
U.K. Growth Fund	38.4	41.3	—	4.36
USM Fund*	98.8	106.2	+0.1	—
Sterling Deposit Funds				
Managed Currcy. Fd.*	£11.88	12.49xd	−0.02	10.58
Capital Dep. Trust**	£13.87	13.88	—	0.25
King & Shaxson Mgrs.				
1, Charing Cross, St. Helier, Jersey. 0534 73741				
Valley Hse., St. Peter Port, Gnsy. 0481 24706				
1, Thomas Street, Douglas, I.o.M. 0624 4856				
Gilt Fund (Jersey)	7.24	7.28xd	—	13.25
Gilt Trust (I.O.M.)	84.6	87.1	—	13.25
Gilt Fund Guernsey	£7.71	7.75	—	13.25
Intnl. Govt. Secs. Trust				
First Sterling	16.75	16.85	—	—
First Intnl.	$204.69	205.79	—	—

*Daily Dealing—Other Funds Weekly Mondays.
**Tuesday Weekly-Capital Return 11.80%.

Brown Shipley Tst. Co. (Jersey) Ltd.
P.O. Box 583, St. Helier, Jersey. 0534 74777

Sterling Bd. Fd. (b)	£9.16	9.20	−0.05	14.10
Sterling Cap. Fd. (a)	£14.13	14.15	—	—

Butterfield Management Co. Ltd.
P.O. Box 195, Hamilton, Bermuda.

Buttress Equity	$3.93	4.20	—	7.20
Buttress Income	2.29	2.42	—	10.86

Prices at April 15. Next sub. day May 10

CAL Investments (IoM) Ltd.
16, St. Georges St., Douglas, IOM. 0624 25031

CAL Cmdty. & Crncy.*	£1.151	1.212	—	—
CAL Metal**	79.5	83.7	—	—

Next dealing day *May 4, **May 10.

Capdirex S.A.
P.O. Box 178, 1211 Geneva 12, 010 4122 466288

Fonselex	Fr118.75	128.45	—	1.90
Bondselex	Fr104.45	109.80	—	—

Capital Asset Managers Ltd.
Bermuda Hse., St. Julians Ave, St. Peter Port, Guernsey C.I. 0481 26268

The Currency Trust	100.0	106.0	—	0.94

Capital International Fund S.A.
43 Boulevard Royal, Luxembourg

Capital Int. Fund		$23.55	—	—

For Central Assets Managers see Charterhouse Japhet Currency Mgt. Ltd.

Charterhouse Japhet
1 Paternoster Row, EC4 01-248 3999

Emperor Fund*	$6.80	7.14	—	—
Hispano	$40.06	42.06	—	6.82

*Prices at April 15. Next sub. day May 1.

Charterhouse Japhet Currency Mngt. Ltd.
Channel Hse., St. Helier, Jersey. 0534 74689

Central Assets Currency Funds Ltd.

US$	10.08	—	—	—
£ Sterling	10.26	—	—	—
D Marks	40.76	—	—	—
Sw Francs	40.08	—	—	—
Fr Francs	101.40	—	—	—
SDR's	251.82	—	—	—

Chawton Commodities (Isle of Man) Ltd.
29, Athol Street, Douglas, I.o.M. 0624 21724

Normandy Metal Trust	£2.3472	2.4380	—	4.80
Normandy Com. Tst.	£1.3521	1.4233	—	4.00
Camb. Currency & Gd.	£1.1028	1.1608	—	6.00

Cornhill Ins. (Guernsey) Ltd.
P.O. Box 157, St. Peter Port, Guernsey

Intnl. Man. Fd.	218.5	237.5	—	—

Cortexa International
10a, Boulevard Royal, Luxembourg.

Cortexa Intnl.		$77.90	—	—

Craigmount Fixed Int. Mngrs. (Jersey)
P.O. Box 195, St. Helier, Jersey. 0534 27561

Gilt Fund (Jsy.)	87.6	87.7	—	14.50

Valued weekly Wednesday.

DWS Deutsche Ges. F. Wertpapiersp
Grueneburgweg 113, 6000 Frankfurt

Investa	DM31.18	32.75	+0.10	—

Delta Group
P.O. Box 3012, Nassau, Bahamas

Delt Inv. April 13	$3.07	3.22	—	—

London Agents: Kleinwort Benson. Tel: 01-623 8000

Deutscher Investment-Trust
Postfach 2685 Biebergasse 6-10 6000 Frankfurt

Concentra	DM16.41	17.23	+0.05	DM16.41
Int. Rentenfonds	DM59.59	62.10	—	—

Drexel Burnham Lambert
77, London Wall, London, EC2. 01-628 3200
Winchester Diversified Ltd. NAV March 31 US$26.73.
Winchester Overseas Ltd. NAV March 31 US$10.95.
Winchester U.S. Reserves Ltd. Current yield 13.8%.

Dreyfus Intercontinental Inv. Fd.
P.O. Box N3712, Nassau, Bahamas.

NAV April 20	25.25	26.84	—	6.40

Duncan Lawrie Inv. Mgt. Ltd.
Victory Hse, St Peter Port, Guernsey. 0481 28034

DL Sterling	41.6	43.7	—	6.40
DL International	$1.01	1.08	—	6.70

Emson & Dudley Tst. Mgt. Jrsy. Ltd.
P.O. Box 73, St. Helier, Jersey. 0534 73933

E.D.I.C.T.	110.9	120.5	—	—

The English Association
4 Fore Street, EC2. 01-588 7081

E.A. Income Fd.*	63.5	67.4	—	7.40
E.A. Sterling*	£75.29	75.24	—	—
E.A. Equity*	£58.65	62.40	−0.83	2.00
Wardgate Cm. Fd.**	£15.78	16.42xd	—	3.05

*Next dealing April 21. **Next dealing April 30.

Ermitage Management Ltd.
Grenville Hse., St. Helier, Jersey, C.I. 0534 76007.

External Fund	$133.39	—	+0.47	—
Cash Fund	£14.11	—	—	—

Eurobond Holdings N.V.
Pietermaai 15, Willemstad, Curacao.
London Agents: Intel 1/3 Worship St., London EC2 Tel: 01-638 6011. Telex: 8814408.

Euro Hldgs.	$20.55	21.26	—	9.50

S.G. Europe Obligations S.A.
9, Avenue de la Liberte, Luxembourg
London Agent: FFS, Salisbury Hse, London Wall EC2M 5TA. Tel. 01-920 0776 Telex 887281

Europe-Obligations		$44.61	+0.78	1.33

Eurotax Investments Ltd.
1, Athol St., Douglas, Isle of Man.
UK Agents FIS, St. Albans. 0727 33166

Eurotax Inv. Fund	109.5	115.4	—	—

F & C Mgmt. Ltd. Inv. Advisers
1, Laurence Pountney Hill, EC4. 01-623 4680

F&C Atlantic Fd. SA		9.79	—	1.54
F. & C. Oriental Fd.		$16.78	—	0.60

Prices April 14. Weekly dealings.

Fidelity International.
8 Queensway House, Queen St., St. Helier, Jersey, C.I. 0534 71696

American Assets		$37.16	+0.08	1.40
Am. Vals. Cum.Pf. $9*		$101.80	—	3.00
American Vals. Com*		$25.66	—	—
Australia		$7.68	+0.07	—
Dollar Savings Trust		$91.61	+0.03	14.04
Far East		$26.05	+0.24	0.77
International		$35.63	+0.37	0.70
Orient Fund		$20.11	−0.01	—
Pacific		$86.21	+0.86	0.34
World		£20.09	+0.14	1.94
Gilt Fund	22.6	22.8	−0.1	13.71

*Prices at March 31.

Fleming Japan Fund S.A.
37, rue Notre-Dame, Luxembourg

Fleming April 20		$45.91	—	—

Frankfurt Trust Investment—GmbH
Wiesenau 1, D-6000 Frankfurt

FT-Interzins	DM39.55	40.74	+0.04	—
Frankft. Effekt. Fd.	DM54.54	57.43	—	—

Free World Fund Ltd.
Butterfield Bldg., Hamilton, Bermuda.

NAV March 31		$145.09	—	—

G. T. Management (U.K.) Ltd.
Park Hse., 16 Finsbury Circus.
Tel: 01-628 8131. Tlx: 886100.
London Agents for:

Anchor Gilt Edge	£8.66	8.71xd	+0.06	14.58
Anchor Int. Fd.	$6.92	7.10	+0.14	2.64
Berry Pac Fd.		$55.83	+1.45	0.99
Berry Pac Strlg.	£3.92	4.0976	+0.053	1.27
G.T. Asia Fd.		HK$18.32	—	1.80
G.T. Asia Sterling	£27.28	28.40	—	1.83
G.T. Australia Fd.	A$24.82	—	+0.33	3.10
G.T. Bond Fund	$10.72	—	−0.02	9.79
G.T. Dollar Fd.		$11.54	—	1.30
G.T. Dir. (Strlg.) Fd.	£13.98	14.56	—	0.88
G.T. Invest. Fd.		$15.41	+0.07	0.65
G.T. Japan Small Cos.		$23.91	—	—
G.T. Technology Fd.		22.24	—	—
G.T. Pacific Fd.		$13.41	+0.10	9.25
G.T. Asean Growth Fd.		$9.52	—	1.58

Gartmore Invest. Ltd. Ldn. Agts.
2, St. Mary Axe, London, EC3. 01-283 3531

Gartmore Fund Managers (C.I.) Ltd. (a) (h)
41, Broad St., St. Helier, Jersey. 0534-73741

Gilt Fund (Jersey)	82.0	87.0	—	13.20

Gartmore Fund Managers (Far East) Ltd. (a)(h)
1503 Hutchison Hse., 10 Harcourt Rd., H. Kong

Australia Tst.	$5.011	5.348	—	1.30
HK & Pac. U. Tst.	HK$6.463	6.875	—	2.60
Japan Fd.	$19.178	20.482	—	0.60
N. American Tst.	$19.198	20.605	+0.197	0.60
Intl. Bond Fund	$10.096	10.637	+0.184	9.60

Gartmore Fund Managers (IOM) (a)
P.O. Box 32 Douglas, Isle of Man Tel. 0624 23911

Gartmore Intl. Inc.	21.0	22.4	+0.2	15.10
Gartmore Intl. Grth.	129.9	138.2	—	0.60

Assicurazioni GENERALI S.p.A.
P.O. Box 192, St. Peter Port, Guernsey, C.I.

Sterling Managed Fd.	£115.23	121.30	—	—
Dollar Mngd. Fnd.	$106.02	111.60	—	—

Granville Management Limited,
P.O. Box 73, St. Helier, Jersey. 0534 73933

Granville Inv. Tst.	£6.29	6.67	—	4.87

Next dealing day May 17.

Guinness Mahon Fd. Mgrs. (Guernsey)
PO Box 188, St. Peter Port, Guernsey. 0481 23506.

Intl. Fund	£19.77	20.43	—	10.40

Prices at April 1. Next dealing April 29.

Hambro Pacific Fund Mgmt. Ltd.
2110, Connaught Centre, Hong Kong

Far East April 22	HK$21.01	22.54	+0.37	—
Japan Fd. April 16	$8.45	9.06	—	—

Hambros Fd. Mgrs. (C.I.) Ltd.
P.O. Box 86, Guernsey. 0481-26521

†Capital Reserve Fd.	£14.67	14.68	—	0.22
C.I. Fund	221.9	236.3	—	3.05
Special Sits. Fund	79.1	83.3xd	—	3.26
Sterling Income Fund*	106.4	111.3	—	13.48
Trans. Nat. Trust	$0.913	0.962xd	—	3.37
Intnl. Bond	$97.75	102.94	—	10.16
Int. Equity	$14.08	14.82	—	1.79
Int. Svgs. 'A' $US	$1.36	1.43	—	—
Int. Svgs. 'B'	$1.51	1.59	—	—

Prices on April 20. Next dealing April 28.
†Excludes initial charge on small orders.

Henderson Admin. (Guernsey) Ltd.
7 New St., St. Peter Port, Guernsey 0481 26541/2

American (US cents)	121.0	127.4	—	—
Natural Resources	$1	—	—	—

Henderson Baring Group
801, Gloucester, 11, Pedder, Hong Kong

Australia*	$7.49	8.07	—	—
Japan Tech. April 20	$14.55	15.55	—	—
Japan Fd. April 14	$23.16	24.75xd	—	—
Malay Sing. April 20	$18.06	19.45	+0.14	—
Pacific Fd. April 14	$11.393	11.962xd	—	—
Bond Fd. April 15	$10.625	11.156	—	10.00

*Inclusive of Preliminary Charge.

Henderson Management (Guernsey) Ltd.
PO Box 71, St. Peter Port, Guernsey. 0481 26541

Gilt Fd.†	28.96	9.50	+0.14	13.16

†Weekly dealings.

Hill-Samuel & Co. (Guernsey) Ltd.
8 LeFebvre St., St. Peter Port, Guernsey, C.I.

Guernsey Tst.	205.6	219.9	—	3.36

Hill Samuel Investment Mgmt. Intnl.
P.O. Box 63, Jersey. 0534 76029

UK Equities (C.I. Fd.)	137.0	146.1xd	—	3.5
UK Gilt (Jy. Fxd. Int.)	91.0	96.8	—	12.60
Int. Man. (Growth Fd.)	117.9	124.7	—	—
Box 2622, Berne, Switzerland. Telex 33425				
H.S. Overseas Fd.	$22.10	22.93	+0.09	—
Balanced (CSF Fund)	SF18.57	18.96	+0.04	—
Far East (Crossbow)	SF5.64	5.73	+0.01	—
Technology (ITF Fd)	$11.30	11.53	−0.01	—

I.C. Trust Managers Ltd.
10, St. Georges St., Douglas, IoM 0624 25015

Int. Commodities Tst.	99.2	106.5	—	—

Next dealing day May 5.

IGF Management Services Inc.,
c/o Registrars, P.O. Box 1044, Cayman Is., BWI.

Interml. Gold Fund	$65.62	68.90	—	—

N.V. Interbeheer
P.O. Box 526, Delft, Holland

Esmeralda (OfferPce)		DFL70.84	+0.13	2.82

International Bond Trust
2, Boulevard Royal, Luxembourg

Class A NAV April 21	$9.38	—	—	—
Class B NAV April 21	$10.38	—	—	—

International Pacific Inv. Mgmt. Ltd.
P.O. Box R237, 56, Pitt St., Sydney, Aust.

Javelin Equity Tst.	A$3.25	3.33	—	7.20

Investment Advisers, Inc.
First International Plaza, Houston Texas.

Fincmic Invest. Fd.	—	£3.34	—	—

UK Agents: James Finlay Tel: 041-204 1321 or Sternberg Thomas Clarke Tel: 01-247 8461.

Invicta Investment Management
1 Charing Cross, St. Helier, Jersey. 0534 73741.

Gilt Growth Fund	£11.08	11.57	—	3.51
Gilt Income Fund	£8.68	9.07	—	13.45

Jardine Fleming & Co. Ltd.
46th Floor, Connaught Centre, Hong Kong

J. F. Japan Tst.	Y2,271	—	—	0.60
Do. (Accum.)	Y2,291	—	—	—
J.F. Japan Small Co.	Y18,488	—	—	—
J.F. Japan Technology	Y8,503	—	—	—
J.F. Eastern Tst.	HK$79.38	—	—	1.90
Do. (Accum.)	HK$76.52	—	—	—
J. F. Pac. Secs. (Inc.)	$4.30	—	—	1.10
Do. (Accum.)	$4.50	—	—	—
J.F. Intnl. Tst.	$3.87	—	—	0.50
Do. (Accum.)	$3.88	—	—	—
J. F. S.E.A.	$34.88	—	—	1.80
Do. (Accum)	$35.74	—	—	—
J.F. Phil.	$7.18	—	—	7.00
J.F. Cur.&Bd.Fd.(Inc.)	$11.75	—	—	9.50
Do. (Accum.)	$14.07	—	—	—
Japan & Pacific CavTst	$10.27	—	—	5.00
Australia Tst.	$6.29	—	—	—

NAV April 19. Next dealing day April 26.
London Agents: Robt. Fleming & Co. Tel: 01-283 2400

Leopold Joseph & Sons (Guernsey)
Hirzel Ct., St. Peter Port, Guernsey. 0481-26648.

L.J. Sterling Fund	£14.73	14.74	—	—

For King and Shaxson see Britannia Intl. Inv.

Kleinwort Benson Group
20, Fenchurch St., EC3. 01-623 8000

Guernsey Inc.	88.0	96.8	—	5.67
Do. Accum.	125.6	138.2	—	5.67
K.B. Eurobond Fd.	£10.87	11.01xd	+0.14	8.14
K.B. Far East Fd.		$18.34	—	2.99
K.B. Gilt Fund	£9.46	9.52xd	—	13.65
K.B. Int. Bd. Fd. Inc.		$94.74	—	10.71
K.B. Int. Bd. Fd. Acc.		$113.18	—	10.71
K.B. Intl. Fund		$14.70xd	−0.40	2.81
K.B. Japan Fund		$36.97	—	0.95
K.B. Sterl. Asset Fd.	£13.870	13.880xd	—	—
K.B. U.S. Gwth. Fd.		$20.84xd	—	2.46
Signet Bermuda		$6.68	—	2.73
Transatlantic Fd.		$44.73	—	2.49

Korea International Trust
Fund Man.: Korea Invest. Trust Co Ltd.
c/o Vickers da Costa Ltd, King William Street, London, EC4. 01-623 2494
NAV won 6527.74. IDR value $9,020.0.

The Korea Trust
Daehan Investment Trust Co. Ltd.
FKI Building, 1-124 Yoido-dong, Seoul, Korea.
NAV April 17 (Won 10,482) (US$14.52)

Lazard Brothers & Co. (Jersey) Ltd.
P.O. Box 108, St. Helier, Jersey, C.I. 0534 37361

Laz. Bros. Int. Cap.	$8.57	9.12	—	1.00
Laz. Bros. Int. Inc.	$1064.60	1103.57	—	14.70
Laz. Bros. Int. Asset.	Y2512.20	—	—	5.125
Laz. Bros. Int. Asset.	$18.780	—	—	14.00

Lloyds Bk. (C.I.) U/T Mgrs.
P.O. Box 195, St. Helier, Jersey. 0534 27561

Lloyds Tst. O'seas	77.5	82.4xd	+0.8	2.29

Next dealing date April 29.

Lloyds Trust Gilt	£8.84	8.85xd	—	13.95

Next dealing date April 28.

Lloyds Bank International, Geneva
P.O. Box 438, 1211 Geneve 11 (Switzerland)

Lloyds Int. Growth	SF582.0	621.0	—	1.40
Lloyds Int. Income	SF267.0	277.0	—	7.60

Lloyds Bank International, Guernsey
P.O. Box 136, Guernsey, Channel Islands.

Alexander Fund		$12.14	+0.32	—

Net asset value April 19.

Louis Dreyfus Commodity Fund
c/o Trustee, P.O. Box 1092, Cayman Islands.
April 16. Valuation per unit $5123.59.

M & G Group
Three Quays, Tower Hill EC3R 6BQ. 01-626 4588

Atlantic Ex. April 20	$6.36	5.74	—	—
Austrian Ex. April 21	$3.33	3.51	+0.11	—
Gold Ex. April 21	$24.12	25.67xd	—	12.12
(Accum. Units)	$36.72	38.01	—	12.12
Island	171.7	182.0xd	+1.5	4.36
(Accum Units)	278.4	295.1	+2.4	4.36

Management International Ltd.
Bk. of Bermuda Bldg., Bermuda. 809-295-4000

Bda. Intl. Bd. Fd. Cap.)		$13.25	—	—
Bda. Intl. Bd. Fd. Inc.)		$10.62	—	12.00

Prices on April 16. Next dealing April 23.

Midland Bank Tst. Corp. (Jersey) Ltd.
28-34, Hill St., St. Helier, Jersey. 0534 36281

Mid. Drayton Gilt	90.3	90.7xd	+0.5	13.23
Mid. Drayton Int. Bond	$1.06	1.07xd	—	9.35

Minerals, Oils Res. Shrs. Fd. Inc.
PO Box 194, St. Helier, Jersey. 0534 27441

MORES April 22	$9.10	9.29xd	−0.06	1.29

Samuel Montagu Ldn. Agents
114, Old Broad St., EC2. 01-588 6464

AEIT Eq. April 19	48.8	51.3	—	—
Apollo Fd. April 21	SF53.45	55.45	−1.10	2.39
Japfest April 15	HK$19.75	21.37	—	0.35
117 Group April 7	12.32	13.25	—	1.87
117 Jersey April 14	£7.02	7.68	—	—
117 Jsey. Oc. Apr 7	5.87	6.18	—	1.77
117 Stlg. Res. April 20	£11.86	11.88	+0.04	—

Murray, Johnstone (Inv. Adviser)
163, Hope St., Glasgow, C2. 041-221 5521

Hope St. April 15		$42.28	—	—
Murray Fd. April 15		$17.40	—	—
Pacific fund March 31		$3.82	—	—

Nat. Westminster Jersey Fd. Mgrs. Ltd.
23/25 Broad St., St. Helier, Jersey. 0534 70041

High Income Fund	44.7	46.0xd	—	13.04
Equity Fund	62.5	65.0	—	2.86
International Bond*	56.3	58.0	—	9.31

*Sub. day every Thurs.

Negit S.A.
10a Boulevard Royal, Luxembourg

NAV April 19	$9.28	—	—	—

N.E.L. International Ltd.
P.O. Box 119, St. Peter Port, Guernsey, C.I.

Sterling Deposit	60.3	63.5	—	—
Sterling Fixed Interest	60.2	63.4	—	—
Sterling Managed	59.3	62.7	—	—
Intl. Fixed Interest	70.7	76.8	—	—
Intnl. Managed	61.0	66.3	—	—

Northgate Unit Tst. Mngrs. (Jersey)
P.O. Box 82, St. Helier, Jersey. 0534 73741.

Pacific Fd. April 21	$9.54	10.09	—	—

Pacific Basin Fund
10a Boulevard Royal, Luxembourg.

NAV		$16.72	—	—

Inv. Adv.: M. & G. Inv. Mngt., Ltd., London.

Phoenix International
PO Box 77, St. Peter Port, Guern. 0481 26741

Inter-Dollar Fund	$3.07	3.31	+0.01	—
Far East Fund	$2.41	2.60	+0.13	—
Intl. Currency Fund	$1.73	1.87	+0.01	—
Dollar Fxd. Int. Fund	$2.74	2.96	+0.04	—
Ster. Exempt Gilt Fd.	£1.62	1.75	+0.02	—

Providence Capitol Life Ass. (C.I.)
PO Box 121, St Peter Port, Guernsey 0481 26726/9

Sterling Bond Fd.	46.3	48.6	—	—
Sterling Equity Fd.	76.1	79.9	—	—
Intnl. Bond Fd.	$1.05	1.10	—	—
Intl. Equity Fd.	$1.07	1.12	—	—

Prices at April 21. Next dealing April 28.

Quest Fund Man. (Jersey) Ltd.
P.O. Box 194, St. Helier, Jersey. 0534 27441.

Quest Stlg. Fxd. Int.	£0.705	0.747	—	12.050
Quest Intl. Secs.	$0.846	0.911	—	1.920
Quest Intl. Bd.	$0.801	0.848	—	12.970

Prices on April 21. Next dealing April 28.

Quilter/Heinold Commodities
31-45, Gresham Street, EC2V 7LH. 01-600 4177

Resc. Fd. Inc. April 1	$16.20.97	*15.00	—	—

Next dealing date May 4. *Interim.

RBC Investment Managers Limited
PO Box 246, St. Peter Port, Guernsey. 0481-23021.

Intl. Income Fd.	$9.22	9.83	—	—
Intl. Capital Fd.	$9.95	10.72	—	—
North America Fd.	$4.36	4.85	—	—

Ramineo Managers Ltd.
P.O. Bx. 1549, Hmltn, Bermuda. (809-29) 2-7979

RAMINCO April 5	$8.89	9.16	—	—

Richmond Life Ass. Ltd.
4 Hill Street, Douglas, I.O.M. 0624 23914

The Silver Trust	160.6	169.0	—	—
Do. Diamond Bd.	74.7	80.0	—	—
Sterling Deposit Bd.	147.07	154.81	—	12.27
Atlas Gilt & Com. Fd.	71.8	75.6	—	—
UK Gilt Fund	124.1	130.5	+2.7	—
Sapphire Trust	149.5	160.4	—	—
Petroman Oil Trust	124.8	132.6	—	11.31
Managed Fund	131.9	138.7	—	—
Coin Trust	48.2	51.6	—	—

Rothschild Asset Management (C.I.)
P.O. Box 58, St. Julians Ct., Guernsey. 0481 26331

O.C. America Fd.†	$2.27	2.41	—	0.83
OCSm. Co.***	118.5	125.6xd	—	2.31
O.C. Commodity*	82.2	87.4	—	1.40
O.C. Dir. Comdty.†	$31.99	34.03xd	−0.90	2.82
O.C. Hong Kg. Fd.††	HK$33.26	35.25xd	−0.98	—

**O.C. International Reserves Limited

Bel. Francs (Fin.)	746.82	Italian Lire	290.31
Canadian $	32.85	Singapore $	58.425
D-Mark	47.080	£ Sterling	12.564
Dutch Guilder	46.990	Swiss Francs	44.183
French Francs	128.790	U.S. $	25.685

†Prices on April 21. Next dealing May 7.
*Prices on April 15. Next dealing April 30.
**Daily dealings. ***April 15. ††Dealings every week.

Save & Prosper International
Dealing to P.O. Box 73, St. Helier, Jersey 0534 73933

Fixed Interest Funds				
Deutschmark Bd.**‡	DM9.41	9.99	+0.02	5.51
Dlr. Fxd. Int.**‡	$7.63	8.10	−0.04	4.68
St. Fixed***‡	106.5	111.5	+1.3	12.56
Yen Bond**‡	Y1156	1220xd	—	4.10
Equity Funds				
UK Growth Fund	98.1	106.6	—	1.87
Internatl. Gr.*‡	$9.12	9.68	—	—
Far Eastern*‡	$14.78	15.98	—	—
North American*‡	$6.07	6.57	—	—
Sepro*‡	$15.90	17.19	—	—
Commodity Funds				
Commodity****‡	99.3	104.9	—	—
Gold Fund****	$9.01	9.79	−0.24	8.17
Deposit Funds				
St. Deposit****‡	153.4	153.6	—	0.16

*April 19. **April 21. ***April 16.
****April 22 (Weekly dealings). Daily Dealings.

Schroder Life Group
Enterprise House, Portsmouth. 0705 27733

International Funds				
£Equity	124.1	132.0	—	—
$Equity	$1.847	1.965	—	—
£Fixed Interest	209.4	222.7	—	—
$Fixed Interest	$1.378	1.466	—	—
£Managed	174.2	185.3	—	—
$Managed	$1.606	1.708	—	—

Schroder Magt. Services (Jersey) Ltd.
P.O. Box 195, St. Helier, Jersey. 0534 27561

Sterling Money Fd.	£12.2542	12.2544	+0.0256	—

Next subscription day April 21.

J. Henry Schroder Wagg & Co. Ltd.
120, Cheapside, EC2. 01-588 4000.

Am. In. Tst. April 14	$17.59	—	—	2.30
Asian Fd. April 12	$22.83	23.78	—	2.94
Cheapside April 21		$13.37	−0.03	3.00
Darling Fd. April 21	A$2.61	2.78	+0.02	6.10
Japan Fd. April 22	$9.03	9.69	+0.33	0.72
Trafalgar Fd. Mar 31		199.25	—	—

Schroder Unit Trust Mgrs. Int. Ltd.
Box 273 St. Peter Port, Guernsey. 0481 28750

Mngd. Currcy.	499.3	524.3	—	7.61
£ Fixed Interest	532.7	559.3	—	8.81
£ Equity	102.6	108.8	—	3.64
$ Fixed Interest	102.6	108.7	—	9.13
$ Equity	82.3	87.2	—	1.12
Schroder Life Assurance Int. Ltd.				
Mngd. Currcy Life Fd	492.9	524.3	—	7.61
£ Fixed Int Life Fd	525.8	559.3	—	8.81
£ Equity Life Fd	102.3	108.8	—	3.64
$ Fixed Int Life Fd	102.2	108.7	—	9.13
$ Equity Life Fd	82.0	87.2	—	1.12

Prices on April 21. Next dealing April 28.

Scrimgeour Kemp-Gee Mngmt., Jersey
1, Charing Cross St. Helier, Jersey. 0534 73741.

SKG Capital Fund	164.2	169.2	+2.2	—
SKG Income Fund	51.8	53.5	+0.7	9.31
Gilt Bond	£120.7	127.1	+1.4	—

Sentry Assurance International Ltd.
P.O. Box 1776, Hamilton 5, Bermuda.

Managed Fund	$4.4234	4.6677	—	—

Signal Life Assurance Co. Ltd.
Ocean Heights, Queensway, Gibraltar. Telex 2332

Growth Strategies Fd.	£2.57	2.57	—	—

Singer & Friedlander Ldn. Agents.
20, Cannon St., EC4. 01-248 9646

Dekafonds	DM22.17	23.34	—	6.86
Tokyo Tst. April 1		$39.00	—	2.82

Strategic Metal Trust Mngrs. Ltd.
3 Hill Street, Douglas, IOM 0624 23914

Strategic Metal Tr.	$0.944	0.968	—	—

Stronghold Management Limited
P.O. Box 315, St. Helier, Jersey. 0534-71460

Commodity Trust	133.39	140.41	—	—

Surinvest (Jersey) Ltd.
4, Hill St., Douglas, Isle of Man 0624 23914

Copper Trust	£12.48	13.13	+0.09	—

TSB Trust Funds (C.I.)
10 Wharf St., St. Helier, Jersey (CI). 0534 73494

TSB Gilt Fund Ltd.	88.0	91.0xd	—	13.70
TSB Gilt Fd. (Jsy.) Ltd.	88.0	91.0xd	—	13.70
TSB Jersey Fund	56.8	59.8	—	5.69
TSB Guernsey Fund	56.8	59.8	—	5.69

Prices on April 21. Next sub. day April 28.

Tokyo Pacific Holdings N.V.
Intimis Management Co. N.V., Curacao.
NAV per share April 19. $74.47.

Tokyo Pacific Hldgs. (Seaboard) N.V.
Intimis Management Co. N.V., Curacao.
NAV per share April 19. US$54.34.

Tyndall Group
2 New St., St. Helier, Jersey. 0534 37331/3

TOFSL April 23	£11.40	12.20	—	1.64
(Accum. shares)	£19.95	21.35	+0.05	1.64
American April 23	149.0	158.4	−1.0	1.89
(Accum. shares)	165.4	175.8	−1.0	—
Far Eastern April 23	131.2	140.6	+1.2	1.14
(Accum. shares)	139.8	149.8	+1.4	—
Jersey Fd. April 21	125.2	134.0	—	8.40
(Non-J. Acc. Uts.)	243.8	261.0	—	—
Gilt Fd. April 21	99.4	101.4	—	11.93
(Accum. Shares)	201.4	205.0	—	—
Victory House, Douglas, Isle of Man. 0624 24111				
High Inc. Gilt April 21	95.0	97.2xd	—	15.19
(Accum Shares)	134.0	136.8	—	—
Managed April 22	182.8	192.6	+1.8	—
Equity April 22	195.6	206.0	+3.2	—
Fixed Interest Apr 21	185.4	195.2	+0.4	—
Property April 22	192.2	202.4	+3.6	—
Managed Intl. April 22	$3.905	4.115	+0.075	—
Equity Intl April 22	$4.215	4.440	+0.108	—
Fixed Int. Intl April 22	$4.710	4.960	+0.059	—
Comdty. Intl. April 22	$5.150	5.425	+0.155	—
Pacific Intl. April 22	$1.105	1.165	−0.25	−0.025

M. G. Tyrrell & Co. (Jersey) Ltd.
P.O. Box 426, St. Helier, Jersey, C.I.

Ortac	—	$10.00	—	—

Unico Invest. Fd. Mngt. Co., S.A. Lux.
London & Continental Bankers Ltd.
2, Throgmorton Ave., London. 01-638 6111

Unico Invest. Fund	DM57.28	59.00	—	—

Union-Investment-Gesellschaft mbH
Postfach 16767, D 6000 Frankfurt 16.

Unifonds	DM15.51	16.30	—	—
Unirak	DM50.68	53.25	+0.15	—
Urirenta	DM35.86	37.00	—	—

V.C.A. Financial Management
42, Essex Street, London, WC2

PanAmer. O's Fd.	$54.85			

For Van Cutsem & Assoc. see

Vanbrugh Fund Mngmt.
28-34 Hill St, St Helier, Jersey.

Vanbrugh Currency Fd.	111.9			

S. G. Warburg & Co. Ltd.
30, Gresham Street, EC2. 01-600 4555

Energy Intnl. April 21		$29.62	+0.15	—
Merc.Eurbd. Apr. 21	$13.05	13.17	+0.14	6.10
Merc. Mny. April 19	15.54	15.56	—	—
Select Rk. March 21	$11.43	11.84	—	—

Warburg Invest. Mngt. Jrsy. Ltd.
7 Library Place, St. Helier, Jsy. CI 0534 37217

Merc. Com. April 20	£14.97	15.36	—	3.64
Merc. Fr Tst. Apr 21	£12.15	12.46	−0.06	2.52
Metals Tst. April 15	11.03	11.30	—	—
SMT Ltd. April 22	£11.56	11.86	+0.15	3.08
Merc. Tran. April 16	£13.53	13.88xd	—	3.03

Wardley Investment Services Ltd.,
4th Floor, Hutchison House, Hong Kong

Wardley Trust	HK$24.29	25.50	—	4.82
Wardley Nikko As. Fd.	$35.94	37.33	—	2.68
Wardley Bond Trust	$9.62	9.80	—	8.98
Wardley Japan Trust	$13.71	14.32	—	1.26

World Wide Growth Management⊕
10a, Boulevard Royal, Luxembourg

Worldwide Gth Fd		$11.40	—	—

Inv. Adv.: M. & G. Inv. Mngt., Ltd., London.

Wren Commodity Management Ltd.
10, St. George's St., Douglas IoM 0624 25015

Wren Com. Fund	40.3	42.0	—	6.60
Chinese Fund	76.9	80.1	−1.2	9.30
Precious Metal Fund	190.7	197.8	—	—
Vanguard Cmdy. Fd.	45.8	47.0	—	—
Financial Futures Fd.	105.0	109.4	+1.9	—
Wren Intl. Fnd.*	$0.949	0.988	+0.007	—

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. Z Previous day's price. ¶ Guernsey gross. ø Suspended. ♦ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies.

FT SHARE INFORMATION SERVICE

BRITISH FUNDS

1982 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
		"Shorts" (Lives up to Five Years)				
99⅛	96⅝	Treasury 8¼pc '82	98[illegible]	+⅛	8.34	13.43
98⅜	95⅝	Exch. 9¼pc 1982	98¼	......	9.42	13.49
97⅛	94⅝	Exch. 8¼pc 1983	97	−⅛	9.02	13.29
94	91	Exch. 3pc 1983	93	......	3.25	12.03
99¼	95¼	Treasury 12pc 1983‡‡	98⅞	−⅛	12.14	13.29
97	92¾	Treasury 9¾pc '83	96½	−⅛	9.63	12.58
100⅝	96⅞	Exch. 13½pc '83	100½xd	......	13.49	13.43
96½	91⅞	Exch. 10pc 1983	95½	−⅛	10.52	13.36
92	87⅞	Funding 5½pc '82-84‡‡	92	......	5.98	10.55
97⅞	91⅞	Exch. 11¼pc 1984	96⅜	−¼	11.68	13.50
101⅝	96¼	Exchequer 14pc 1984	100⅞xd	−¼	13.88	13.55
88⅜	81⅛	Exch. 3pc 1984	85	−¼	3.53	10.96
97⅞	91½	Treasury 12pc 1984	96¼	−¼	12.41	13.57
104	96¼	Treasury 15pc 1985	102½	−¼	14.69	14.02
97¼	89½	Exch. 12pc Cnv. '85	96	−⅛	12.50	13.69
80½	73½	Treasury 3pc 1985	79½xd	......	3.77	10.94
94⅞	87½	Treasury 11½pc 1985	93⅝	−¼	12.32	14.10
96½	88⅝	Exch. 12¼pc 1985	95½xd	−¼	12.85	13.95
94⅞	86⅛	Exch. 11¾pc '86	93⅜	−¼	12.59	14.01
76	69	Treasury 3pc 1986	75½xd	−¼	3.96	10.47
94⅞	86¼	Treasury 12pc '86	93⅝	−¼	12.86	14.15
89	80⅜	Treasury 8¼pc '84-86‡‡	88¼	−¼	9.43	12.13
101¼	91⅞	Exch. 14pc 1986	99½xd	−⅛	14.04	14.08
103⅜	90	Exch. 13¼pc 1987	97⅛	−¼	13.65	14.06
99⅜	84⅜	Do. A	96¾	−¼	13.78	14.18
		Five to Fifteen Years				
82½	73⅞	Funding 6½pc '85-87‡‡	79xd	−¼	8.21	12.18
68¾	64½	Treasury 3pc 1987	68	−¼	4.47	11.54
98¼	85⅞	Treas. 12pc 1987	91¾xd	−⅛	13.09	14.17
81½	72½	Treasury 7¾pc '85-88‡‡	80¾	−¼	9.83	13.05
64	60⅛	Transport 3pc '78-88	63½	−¼	4.82	11.72
90¾	79⅞	Treasury 11½pc 1989	89¼	−⅛	13.17	14.45
66¾	62½	Treasury 5pc '86-89	63⅞	−¼	7.85	12.66
98¾	85⅞	Treasury 13pc 1990‡‡	97⅛	−¼	13.89	14.36
93⅜	85⅝	Exch. 12½pc 1990	92⅛	−¼	13.74	14.42
79⅜	70⅛	Treasury 8¼pc '87-90‡‡	79	−¼	10.84	13.10
91⅞	77⅞	Treasury 11¾pc 1991	90¼	−¼	12.52	14.41
65	59⅜	Funding 5¾pc '87-91‡‡	64	−¼	9.03	12.63

LOANS—Continued

1982 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
		Financial				
100	95½	FFI 14pc '83	98¾	......	14.18	14.83
97	94	FFI(UK)5½pcDb. '80-2	97xd	......	5.67	13.90
86	80	Do. 6¼pcDb. '81-84	83½xd	......	7.45	13.96
93	82½	Do. 10⅜pc Uns.Ln. '86	91½	......	11.47	14.75
90	78	Do. 11pc Uns.Ln. '88	89	......	12.84	14.10
91	78	Do. 11¾pc Uns.Ln. '90	89	......	13.20	15.00
90	82	Do. 12½pc Uns. Ln. 1992	88⅝xd	......	14.12	14.75
64½	54	Do. 7¾pcADeb. '89-92	63	......	12.00	14.72
60	53	Do. 7¼pcADeb. '91-94	59xd	......	12.28	14.40
70	62	Do. 9pc 'A' '91-94	68½xd	......	13.33	14.78
67½	57⅞	Do. 8⅞pcLn. '92-97	66xd	......	13.81	14.90
		Building Societies				
100½	98⅛	Nat'wide 14⅜pc 11.8.82	100	......	14.75	14.49
100½	98¾	Do. 14¾pc 25.8.82	100	......	14.75	14.55
101	99	Do. 15⅜pc 29.9.82	100¼	......	15.34	14.56
101⅞	99¾	Do. 16¼pc 27.10.82	101xd	−⅛	16.09	14.09
100⅞	99½	Do. 15⅜pc 24.11.82	100⅞xd	......	15.24	13.79
101	99¼	Do. 15¼pc 13.12.82	100⅝	......	15.19	14.65
101½	99¼	Do 16¼pc 17.1.83	101⅛	......	15.07	14.59
101⅛	100	Do. 15⅝pc 7.2.83	100⅞	......	15.74	14.43

FOREIGN BONDS & RAILS

1982 High	Low	Stock	Price £	+ or −	Div. % Gross	Red. Yield
85	65	Antofagasta Rly.	82	......	♦10	f13.33
67	55	Do. 5pc Pref.	62	......	♦5	f8.29
98	98	Chilean Mixed	98	......	3	f3.10
16	14	Chinese 4½pc 1898	14	......	—	—
13	11	Do. 5pc 1912	11½	......	—	—
12	9	Do. 5pc 1913	9	......	—	—
10½	8	Do. 5pc '25 Boxer	8	......	—	—
44	42	Greek 7pc Ass.	42	......	3½	f8.41
42	40	Do. 6pc 28 Stb. Ass.	40	......	3	f7.50
35	35	Do 4pc Mixed Ass.	35	......	2	f5.77
35	30	Hung. '24 Ass.	33	......	2½	f9.02

BANKS & H.P.—Cont.

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
85	73	Charterhouse Gp.	78xd	......	4.93	q2.4	9.0	(18.2)
30	17	Clive Dis'nt 20p	29	......	‡1.5	—	‡	—
725	590	Com'zbk DM 10	720	+13	—	—	—	—
975	800	C'hgn.Hbk.Kr100	800	......	Q15%	—	12.9	—
12	5	Dawes (G. R.)	5	......	—	—	—	—
£67⅞	£60½	Deutsche Bank DM50	£67⅝	+⅞	Q31¼%	—	5.2	—
630	505	♦Dunbar Grp. £1.	565	+5	d7.5	5.1	1.9	14.7
42	30½	First Nat. 10p	38	......	—	—	—	2.8
4	2¼	Do. Wrrts. 75-83	2½	......	—	—	—	—
280	238	Gerrard Natnl.	253	......	14.0	—	7.8	—
220	125	Gibbs Bros. £1	135	......	8.75	—	9.3	—
41	35	Goode D't Mry.5p	36	+1	0.88	—	3.5	—
215	158	Grindlays	186	......	4.13	2.9	3.2	23.4
95	58	Guinness Peat	70	−5	‡4.0	—	‡	—
163	120	Hambros 5p	130	−2	†4.5	—	4.9	—
163	147	Hill Samuel	156	......	†7.0	—	6.4	—
110	96	Hong Shng.$2.50	110xd	......	Q48c	—	4.2	—
64	54	Jessel Toynbee	62	......	5.0	—	11.5	—
240	230	Joseph (Leo) £1	230	......	10.45	—	6.5	—
89	78	King & Shax 20p	84	......	5.75	—	9.8	—
246	222	Kleinwort B.L.	222xd	−2	10.0	—	6.4	—
500	406	Lloyds £1	422	+2	21.38	5.4	7.2	3.0
78	50	Manson Fin. 20p	50xd	......	2.57	1.8	7.3	11.1
224	205	Mercury Secs.	216	+1	7.0	—	4.6	—
360	304	Midland £1	320xd	......	24.0	3.5	10.7	2.9
£73	£64	Do. 7½% 83-93	£67	......	Q7½%	25.5	f11.8	—
£81	£69	Do. 10¼% 93-98	£79¼	......	Q10¼%	25.5	e15.0	—
76	67	Minster Assets	73½	+1	†4.0	2.2	7.8	8.4
170	140	Nat. Bk. Aust. SA1	153	+3	Q22c	3.1	8.9	3.6
480	388	Nat. West. £1	420	......	25.2	5.3	8.6	2.3
£55	£44	Ottoman Bank £20	£54½	−½	Q37½%	—	6.9	—
197	98	Royal Bk. of Scot.	105	−2	5.4	5.5	7.3	3.0
450	410	Schroders £1	420	......	13.5	—	4.6	—
235	205	Seccombe M.C £1	210	......	18.0	—	12.6	—
£21½	£18⅛	Sec. Pacific Corp.	£18⅜	......	Q$2.40	—	7.2	—
*135	34	Smith St. Aub.	38	−1	—	—	—	—
708	608	Stand'd Chart. £1	610xd	−10	37.0	3.2	8.7	4.0
534	521	Trade Dev. $1.50	£30	−3½	Q$1.40	—	4.7	—
460	400	Union Disc £1	425	......	26.0	—	8.7	—
£14	£11¾	Wells Fargo $5.	£12½	......	Q$1.92	—	8.1	—

LOANS

Public Board and Ind.

1982 High	Low	Stock	Price £	+ or −	Yield Int.	Red.
66	57¾	Agric. Mt. 5pc '59-89	53¾	−⅛	8.73	14.85
29	24⅝	Met. Wtr. 3pc 'B'	28¼	−¼	10.76	13.26
112	103	U.S.M.C. 9pc 1982	112	......	8.31	—
100½	94	Do. without Warrnts.	100½	......	9.30	—

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INDUSTRIALS—Continued

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
185	137	Jardine M. SHK6	168	+1	§Q92c	♦	5.4	♦
232	187	Johnson Clnrs.	199	......	7.7	♦	5.5	♦
295	245	Johnson Mthy. £1	260	......	9.5	2.3	5.2	(9.6)
80	64	Jourdan (T.) 10p	72	......	5.25	0.6	10.4	(25.0)
48	40	Kalamazoo 10p	46xd	......	2.5	8.9	7.8	21.3
170	135	Kelsey Inds.	160	......	8.0	2.1	7.1	9.2
152	138	Kennedy Sm. 10p	138	......	†4.38	4.1	4.5	7.3
310	255	Kershaw (A.) 5p	270	−5	21.75	0.5	11.5	(4.3)
51	41	Kleen-E-Ze Hldgs.	49	......	5.5	0.7	16.0	(24.3)
68	54	L.C.P. Hlds.	56	......	4.3	0.8	11.0	(7.0)
51½	39½	L.R.C. Int. 10p.	50½	+½	2.5	1.6	7.1	11.4
46	34	Lawtex	34	......	‡1.5	—	‡	—
188	153	Lead Inds. 50p	176	......	9.66	♦	8.1	♦
350	277	Lep Group 10p	343	+3	16.5	2.1	6.9	8.0
18	12	Lesney Prods. 5p.	15	+1	—	—	—	—
37	33	Lilleshall 10p	33	......	3.5	—	15.2	—
50	39	Lon. & Liv. 10p	45	−1	†1.7	3.3	5.4	6.7
102	91	London & Mid'd.	92	......	7.75	1.1	12.0	(10.9)
51	36	Lon. & Nthn. Grp.	51	......	3.75	2.5	10.5	4.4
32	23	♦Lon. Priv. Health	32	......	—	—	—	—
9¼	6	Long Hmbly. 10p.	6½	......	B—	—	—	—
46	36	Longton Inds.	40	......	1.0	—	3.6	—
68	33	Lonsdale Univrsl.	66	−1	♦1.0	0.9	2.2	(86)
195	110	Low & Bonar 50p	110xd	......	7.0	♦	9.1	♦
33½	27	M.Y. Dart. 10p.	27½	......	2.9	1.8	15.1	(4.4)
164	105	M'c'rthy Pk. 20p	156	......	7.0	2.8	6.4	7.2
86	70	Macfarlane Gp.	86xd	......	4.0	♦	6.6	♦
35	28	Maclellan 20p	34	......	1.43	1.7	6.0	(12.1)
86	67	Macpherson (D.)	82	......	4.2	1.5	7.3	12.8
62	53	Magnolia Group	59	......	2.3	♦	5.7	♦
108	95	Man. Ship Can. £1	95	......	—	—	—	—
49	41	Marley	44	......	2.25	1.5	7.3	(11.7)
36	29	Marling Ind. 10p	35	......	†0.94	3.0	3.8	(9.8)
49	33½	Marshall L'xy. 'A'	49	+1	2.8	♦	8.4	♦
88	74	Marshall's Univ	82	......	0.1	—	0.2	—
37	28	Martin-Black	31	......	—	—	—	—
£134	£101	Mathesons 7¾pc	£110	......	Q7¾%	2.3	7.3	—
188	170	Mayards	172	......	9.38	2.7	7.8	(5.2)
190	132	Metal Box £1	156	−8	†10.71	1.0	9.8	(13.7)
130	109	Metal Closures	125	......	5.7	2.6	6.5	6.7
21	15½	Metalrax Jentique	16	......	‡1.3	0.1	‡	—
15	11	Mettoy	11	......	0.1	—	1.3	—
11	7	Do. Defd.	8	......	—	—	—	—
25	17	Molen Grp. 10p	23	......	♦—	—	—	5.9
£132	£108	M'santo 5pc 82-6	£120	+6	Q5%	—	f4.2	—
129	117	Morgan Crucible	124	......	7.5	♦	8.9	♦
56	44	Moss (Robt.) 10p	48	......	†1.6	b2.4	4.8	(10.5)
50	41	Nash (J. F.) Secs.	42	......	4.0	2.6	13.6	3.2
£41	£35½	N.C.R. 4% 93/98	£41	......	Q4%	♦	(10.2)	—
36	13	Neill&Sp'ncer10p	13	−2	—	—	—	—
34	23	New Equip 10p.	32½	......	1.05	5.4	4.6	5.7
37	30	Nolton	35	......	‡0.6	8.9	‡	(22)
111½	87½	Norcros	105½	+1½	5.52	2.2	7.5	7.1
39	31½	Nu-Swift 5p	33½	+½	2.14	—	9.1	—
125	115	Oakwood Grp.	115	......	d6.5	2.4	8.1	7.2
320	285	Office & Elect.	315	......	7.0	3.5	3.2	12.1
15	11	Ovenstone 12½c.	13	......	Q3c	2.3	13.2	3.3
£71½	£62½	Ozalid Fin. Cv.	£69xd	+1½	Q9%	—	(13.0)	—
128	115	Parker Knoll 'A'	125	......	7.5	3.2	8.6	5.2
218	184	Pauls & Whites.	211	+4	6.5	3.9	4.4	6.4
13½	12	Peek Holdings	12	−½	—	—	—	—
97	86	Peerless	88	......	6.3	1.4	10.2	(9.5)
69½	66	Pentland 10p	69½	......	†1.65	4.8	3.4	6.8
85	48	Pentlow 10p	85	......	—	—	—	—
17	10	Pentos 10p	12	......	—	—	—	—
80	66	Petrocon 12½p	73	......	Z0.75	—	1.5	—
29	24	Phillips Patents	24	......	1.0	—	6.0	—
475	430	Photo-Me 50p	440xd	......	9.45	5.0	3.1	7.0
300	240	Pilkington Br. £1	254	+4	10.5	3.2	5.9	5.8
£58	£52	Pitn'y Bowes La.	£58	+1	Q5½%	♦	9.8	—
31	27	Plastic Const. 10p	28½	......	d2.1	1.1	10.5	(11.3)

LEISURE—Continued

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
45	33	Fairline Boats 10p	39	......	d1.0	—	3.7	—
42	22	Glasgow Pavilion 10p	24	......	—	—	—	—
44	32	Grampian TV A 10p	44	+1	2.75	2.4	8.9	6.6
146	107	HTV Non/Vtg.	124	−1	†10.0	2.7	11.5	4.5
415	278	Horizon	408xd	+6	6.0	5.3	2.1	12.8
151	95	♦Intasun 10p	142	+1	b2.8	5.7	2.8	7.5
31	22	Lancaster (D. M.) 5p	26	......	♦0.7	3.1	3.9	10.7
159	112	LWT "A"	138xd	......	†10.07	1.7	10.4	7.1
125	102	Mngmt. Ag. M. 10p	113	......	8.75	1.5	11.1	8.6
67	59	Medminster 10p	59	......	3.7	2.4	9.0	6.4
238	140	♦Nimslo Int 20c	185	−5	—	—	—	—
40	33	Norton & Wrt. 10p	36	......	d1.0	—	4.0	—
74	65	Old Swan (H'gate) 10p	72	......	g0.8	1.6	1.6	64.1
28	14	♦Owners Abroad	27¼	......	H0.35	♦	1.8	♦
62	52	Photax (Lon.)	62	+1	3.5	♦	8.3	♦
232½	91	Pleasurama 5p	215	−5	h4.75	4.6	3.2	9.9
*121	84	Riley Leisure 10p	105½	+1½	‡4.1	1.7	5.6	15.2
179	140	Saga Hols. 20p	149	+2	‡h3.73	4.6	3.6	(9.6)
140	125	Samuelson 20p	135	......	d8.77	—	9.3	—
99	76	Scott. TV 'A' 10p	84	+1	7.0	3.8	11.9	3.1
50	36	♦SelecTV 10p	45	......	—	—	—	—
17	13	TSW 5p	17	......	H0.6	—	5.0	—
44	31	♦TVS N/Vtg 10p	44	......	—	—	—	—
100	67	Trid'nt TV 'A' 10p	89	−1	4.26	2.1	6.8	9.8
204	92	21st Century Dist. Cps.	180xc	......	—	—	—	—
27½	19½	Webb (Jos.) 5p.	19½	......	bd0.51	2.5	3.7	12.0
93	69	Zetters 5p	79	......	2.75	3.1	5.0	9.2

MOTORS, AIRCRAFT TRADES

Motors and Cycles

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
20	14	B.L. 50p	17	−1	—	—	—	—
120	93	Gen. Mts. Units	115	......	Q12c	—	5.8	—
55	20	♦Hesketh Motor 50p	25	+3	—	—	—	—
202	135	Honda Motor Y50	168	+1	Q10%	♦	0.7	♦
32	24	Lotus Car 10p	29	−1	0.7	4.7	3.4	7.6
12	8½	♦Reliant Motor 5p	11	......	—	—	—	—
£16	£13¼	Volvo Kr50	£13½	......	Q18%	♦	6.9	♦

Commercial Vehicles

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
50	38	E.R.F. (Hldgs.)	49	−1	0.1	—	0.3	—
148	124	Plaxtons (GB)	145	......	8.5	2.2	8.4	6.2
20	9	York Trailer 10p	18	+2	B—	—	—	—

Components

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
54½	44	A.E.	50	+½	1.4	3.7	4.2	7.1
151	133	♦Aerospace Eng.	147	+2	bd7.5	1.7	7.4	10.7
85	70	Abbey Panels	72	......	d2.05	9.5	4.1	2.7
20	13	Airflow Stream	20	......	‡0.1	—	‡	—
37	23½	Armst'ng Eq. 10p	25	......	‡d1.5	—	‡	—
57	50	Automotive	57	+1	3.0	—	7.8	—
28	22	Bluemel Bros.	25	......	—	—	—	—
		For Dana Corpn. see Americans						
138	113	Dowty 50p	119	+2	†h3.33	3.4	4.1	8.0
77	63	Dunlop 50p	74	+2	4.0	—	7.9	—
285	237	Flight Refuelling	260	+2	‡3.75	3.8	2.1	13.9
28	21	Hmm. Smith 10p	21	......	0.5	12.1	3.4	3.3
59	43	Kwik-Fit Hldgs. 10p	48	−2	h1.36	2.8	4.1	12.3
236	185	Lucas Inds. £1	185	−3	11.0	1.6	8.5	(9.8)
40	35	Solex (UK) A 50p	38	......	0.1	—	0.4	—
53	42	Supra Group 10p	45	......	2.0	♦	6.5	♦
42	32	Woodhead (J.)	34	−1	0.1	—	0.4	—

Garages and Distributors

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's	P/E
90	72	Adams Gibbon	90	......	4.13	1.9	6.5	(9.4)
9½	8	Alexanders 10p	8¾xc	......	—	—	—	17.1
71	44	Appleyard Grp.	44	−2	0.1	—	0.3	—
69	61	Arlington Motor	65	+3	5.0	0.3	11.0	(59.8)
		For Attwoods see Industrials						

MINES—Continued

Central African

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
120	75	Falcon Rh.50c	90	......	Q25c	10.3	20.7
33	20	Wankie Col. Z$1	26	−1	Q3c	1.2	9.1
21	16	Zam.Cpr.SBD0.24	18	......	—	—	—

Australian

1982 High	Low	Stock	Price	+ or −	Div. Net	C'vr	Y'ld Gr's
22	10	ACM 20c	20	+2	—	—	—
7	2½	Argosy Gold NL 25c	3	......	—	—	—
151	62	Bond Corp.	70	+2	gQ10c	2.3	9.1
77	63	Bougainville I Kina	77	+3	Q6½c	1.2	5.2
172	154	CRA 50c	172	......	Q5c	—	1.7
17	9	Canada Northwest	9	......	—	—	—
16	10	Carr Boyd 20c	13	......	—	—	—
56	22	Central Pacific	35	......	—	—	—

FINANCIAL TIMES

Friday April 23 1982

CLOSURES LOOM ON PETROCHEMICALS SIDE

ICI warns of more job cuts

BY SUE CAMERON, CHEMICALS CORRESPONDENT

IMPERIAL Chemical Industries said yesterday it is planning further "substantial" job cuts and plant closures in petrochemicals and plastics divisions.

Mr John Harvey-Jones, the group's new chairman, said ICI's bulk operations in Western Europe were still being hit by "harsh recessionary conditions" and the company saw no significant signs of a general economic recovery.

Mr Harvey-Jones said at ICI's annual meeting in London that some of the group's bulk chemical operations would have to be "reshaped into profitability." The entire industry needed "radical rationalisation on a European scale."

He called for exchange of product portfolios between companies and further "closure of inefficient and older plants" in Western Europe.

His remarks are certain to fuel speculation in the chemical industry that ICI may abandon large areas of its European polyethylene plastics business. Western Europe has 23 producers of low density polyethylene plastic.

Mr Harvey-Jones said: "There are too many companies making too many of the same products, a lot of them on a scale which cannot and should not hope to survive the harsher conditions now facing the industry."

He admitted that the number of people ICI employed was "reducing substantially" as the group reconstructed parts of its business. Last year the company axed about 9,000 jobs in the UK, reducing the number employed directly by the group in Britain to below 70,000.

Hard fact

The chairman left shareholders in no doubt that ICI's difficulties were "essentially located in the UK and continental Western Europe." The hard fact was that "manufacturing production fell by a further 6 per cent in the UK in 1981 and ICI's UK sales volume fell by 3 per cent."

Last year 40 per cent of the group's trading profit had come from outside Western Europe and the UK. ICI's petrochemical and plastics sales in in the non-communist world are £1.7bn a year, estimated to represent about 2-3 per cent of the total market.

ICI's strategy did not involve "getting out of Britain," he said, but "the UK is only 5 per cent of the world chemical market and we cannot maintain a world position solely from such a base. We must build on our international strengths."

● Mr Ron Lewis, director of the British Plastics Federation, yesterday said further reduction in UK capacity "would be a tragedy for industry as a whole."

Matthoefer to step down over health

By Jonathan Carr in Munich

HERR HANS MATTHOEFER, the West German Finance Minister, is to step down on health grounds as part of a Cabinet reshuffle expected to be announced next week. It is not known who will succeed him.

The change in this key post will come shortly before difficult negotiations on the budget within the strained Bonn coalition Government, and about six weeks before the Western Economic Summit Conference in Versailles.

Chancellor Helmut Schmidt faces a problem in finding someone with financial expertise, experience in a leading ministerial post and, ideally, broad support in the Social Democratic Party (SDP) to succeed Herr Matthoefer.

Among those who come close to fulfilling these conditions is the head of Herr Schmidt's Chancellory, Herr Manfred Lahnstein, a former State Secretary at the Finance Ministry.

Government officials said yesterday that Herr Matthoefer, 56, told Herr Schmidt of his decision to resign during the SPD Congress in Munich on Wednesday.

Herr Matthoefer said yesterday he "expected" Herr Schmidt to agree to let him stand down.

On Tuesday Herr Schmidt dismissed speculation that a major Cabinet reshuffle was in prospect, admitting only that there would be some minor changes.

It is known that Herr Matthoefer, Finance Minister since 1978, has heart trouble.

SDP conference, Page 2

Weather

UK TODAY

Scotland and Northern Ireland will have sunny intervals with some showers. England and Wales will be mostly dry.

London, S., Central and N.E. England

W. England and Wales

Mainly dry, mist or fog at first. Sunny periods. Max. 16C (61F).

N. Ireland and S. and Central Scotland

Sunny intervals, mainly dry. Max. 14C (57F).

N. Scotland

Sunny intervals, scattered showers, becoming cloudy. Max. 8C (46F).

Outlook: Mostly dry

WORLDWIDE

		Y'day midday °C	°F			Y'day midday °C	°F
Ajaccio		—	—	L. Ang.†	F	13	55
Algiers				Luxmbg.		—	—
Amsdm.	S	12	54	Luxor		—	—
Athens	C	13	55	Madrid	S	19	66
Bahrain	S	30	86	Majorca	S	20	68
Barclna.	S	17	63	Malaga	C	19	66
Beirut		—	—	Malta	F	17	63
Belfast	R	12	54	M'chstr.	C	14	57
Belgrd.	F	11	52	Melbne.		—	—
Berlin	F	11	52	Mx. C.†		—	—
Biarritz	S	15	59	Miami†		—	—
Bmghm.	S	14	57	Milan		—	—
Blackpl.	C	11	52	Montrl.†	F	0	32
Bordx.	S	18	64	Moscow	R	4	39
Boulgn.				Munich	F	9	48
Bristol	S	16	61	Nairobi	C	20	77
Brussels	S	14	57	Naples	F	16	61
Budpst.		—	—	Nassau		—	—
Cairo		—	—	Nwcstl.	C	15	59
Cardiff	C	15	59	N. York†		—	—
Cas'b'ca		—	—	Nice	S	16	61
Cape T.	C	25	77	Nicosia		—	—
Chicago†				Oporto		—	—
Cologne	F	16	61	Oslo	F	12	54
Cpnhgn.	F	8	46	Paris	F	12	54
Corfu				Perth	C	20	68
Denver†	F	−1	30	Prague		—	—
Dublin	C	15	59	Reykjvk.		—	—
Dbrvnk.		—	—	Rhodes		—	—
Ednbgh.	F	15	59	Rio J'ot		—	—
Faro		—	—	Rome	F	15	59
Florence	F	17	63	Salzbrg.		—	—
Frankft.		—	—	S F'cisct		—	—
Funchal				S. Moritz		—	—
Geneva	S	15	59	Singapr.	F	31	88
Gibraltar	C	17	63	S'tiagot		—	—
Glasgow	C	12	54	Stckhm.	F	9	48
G'rnsey	S	14	57	Strasbg.		—	—
Helsinki		—	—	Sydney		—	—
H. Kong	C	25	77	Tangier		—	—
Innsbrk.	R	6	43	Tel Aviv		—	—
Invrnss.	R	9	48	Tenerife		—	—
I.o.Man		—	—	Tokyo	F	14	57
Istanbul		—	—	T'ronto†	F	−1	30
Jersey	S	15	59	Tunis		—	—
Jo'burg		—	—	Valencia		—	—
L. Pims.	F	22	72	Venice	S	16	61
Lisbon	S	19	66	Vienna	F	8	46
Locarno		—	—	Warsaw		—	—
London	S	15	59	Zurich		—	—

C—Cloudy. F—Fair. R—Rain. S—Sunny.
† Noon GMT temperatures.

PSBR falls £2bn short of Treasury estimates

BY ROBIN PAULEY

THE total public sector borrowing requirement in 1981-82 undershot the Government's estimate of £10.57bn by £2bn.

Although the Government is unable to explain why the figure of £8.62bn is so low, it is within the PSBR margin of error which allows £3.5bn on either side of the estimate. Underspending by local authorities and the absence of the usual last-quarter spending spree by central and local government are two factors that may explain the figure.

About £1.5bn of the final figure is the result of the civil servants' strike, without which the PSBR would have been only £7bn, on the edge of the margin of error. This suggests that the extent to which the fiscal policy of the last year has squeezed the economy has been much greater than the Government intended.

As a proportion of gross domestic product, the 1981-82 PSBR was 3.4 per cent compared with the estimate of 4.2 per cent. This is the lowest proportion since 1971-72—below even that of 1977-78 when Mr Denis Healey introduced a tight fiscal policy at the instigation of the International Monetary Fund.

Taking out the effects of the civil service strike, the proportion for 1981-82 would have been 2.8 per cent. This low PSBR has been achieved in spite of high unemployment, which adds greatly to the central government borrowing requirement.

According to the Treasury's conservative calculations of the cost of unemployment, the PSBR would have been about £5.5bn lower in 1981-82 if the unemployment level had been 1.5m—that is a PSBR of only about £1.5bn, excluding the civil service strike effects.

This compares with a PSBR in 1975-76 of more than £20bn at 1980-81 prices. The PSBR peaked in the first quarter of 1975 at a rate of about £28bn a year at today's prices. This indicates the extent to which public borrowing has been reduced and accounts for the historically-low levels of capital account activity which would have depressed the already low activity in the construction industry over the past two years.

PSBR AS PROPORTION OF GDP

	%	Chancellor
1970-71	1.6	Jenkins/McLeod Barber
1971-2	1.3	Barber
1972-3	3.8	
1973-4	6.0	
1974-5	9.1	Healey
1975-6	9.6	
1976-7	6.6	
1977-8	3.7	
1978-9	5.4	
1979-80	4.9	Healey/Howe
1980-81	5.7	Howe
1981-82	3.4	

Source: L. Messel & Co., Stockbrokers

Consumer spending buoyant. Page 8

Saudi Arabia, Mexico, Venezuela and Indonesia cut oil exports

BY OUR ENERGY AND FOREIGN STAFF

FOUR of the world's leading oil-producers, Saudi Arabia, Mexico, Venezuela and Indonesia, have cut their exports in the face of a continuing glut of world oil supplies and downward pressure on prices.

Saudi Arabia, the world's leading exporter, is reported to have cut production well below its recently-declared ceiling of 7m barrels a day. Sheikh Ahmed Zaki Yamani, the Saudi Oil Minister, said the kingdom's output fell to an average of 6.7m b/d last month.

In an interview with the Chicago Tribune, Sheikh Yamani said that if necessary Saudi Arabia could cut its output below the 6.2m b/d frequently quoted as the minimum level required to support the kingdom's economic development and foreign aid programmes.

Mexico, the world's fourth-largest oil-producer, said yesterday it had lowered its export target from 1.5m b/d to 1.25m b/d. Sr Jose Andres de Oteyza, the Industry Minister, said the move was a gesture of solidarity with members of the Organisation of Petroleum Exporting Countries, which had cut their output to avoid saturating the market. Mexico is not a member of Opec.

Since early last year when Indonesian production reached a peak 1.6m b/d, liftings of the biggest company, Caltex Pacific Indonesia, have fallen by about 200,000 b/d from 758,000 b/d. Union Oil and Total, the French company, have also cut offtake.

Emerging details of the individual Opec members' output indicate for the first time how the organisation is managing to depress output to an estimated 15.85m b/d, well below the production ceiling of 17.5m b/d set last month in Vienna and about half the level of output by the 13 member-countries in recent years.

In addition to the Saudi disclosure, oil industry reports suggeust that Indonesia's output in the past 10 days has fallen to about 1.2m b/d, about 100,000 b/d below the production quota set by Opec.

Venezuelan oil exports are expected to average little more than 1.2m b/d in the April-June quarter, almost 300,000 b/d below the first-quarter levels. Venezuela had agreed to cut its overall production ceiling from 2.2m b/d to 1.5m b/d as part of the Opec agreement.

Dr Mana Said Al Oteiba, the United Arab Emirates Oil Minister and president of Opec, said yesterday the general cut in production by member-countries would create a tighter market.

This would enable the organisation to raise its output to 19m b/d later in the year. The production cut had also ended any threat to Opec's agreed reference price of $34 a barrel, he said.

Tern Field plan shelved

BY RAY DAFTER, ENERGY EDITOR

SHELL AND ESSO have shelved an £800m project to develop the Tern oilfield in the North Sea. They blamed falling oil prices, offshore oil taxation and technical problems for their decision.

The indefinite postponement of the project, announced yesterday, came as a blow to the offshore supply industry, which was preparing already to make over 2,000 men redundant because of a fall in North Sea orders.

First to be hit by the Tern decision will be Foster Wheeler Petroleum Developments, which had been conditionally awarded a £40m project services contract lasting about six years. This contract will lapse, although Shell said it would review periodically Tern's prospects.

So far, Shell UK Exploration and Production, as the operating company for the Shell/Esso partnership, has invested £7.5m on engineering preparations. The field, 100 miles north-east of the Shetland Islands, was to have been exploited by means of a fixed production platform.

Some 75 people have been directly employed on the design and development of the project. Shell said that the 46 members of project teams employed by itself and Esso would be redeployed

The Tern Field contains about 140m barrels, enough to meet UK oil requirements for about three months. It is one of a number of projects which, during recent months, have been re-evaluated in the light of changing market conditions. British Petroleum, Phillips Petroleum and Total are among other operators reconsidering development plans.

Shell said the "onerous" tax regime was one of the important factors in the deferral of Tern. Like other operators in the industry, Shell has complained that tax changes in the Budget last month did not go far enough in making the North Sea financial climate more attractive.

In Whitehall last night the shelving of Tern was seen as "disappointing." But it was pointed out that, if Sir Geoffrey Howe, the Chancellor, had accepted all of the industry's tax cut proposals, the rate of return on the Tern Field would have been improved by only about 1 per cent.

Shell said pressure in the reservoir was too low for normal production methods.

Employment Bill

Continued from Page 1

last moment without prior consultation or warning."

Mr Stan Crowther, Labour MP for Rotherham, said that the changes were designed to split unions and "smash the one weapon that unions have ever had — their ability to stick together."

The Government is understood to have no further changes in the proposed legislation in mind, at least at this stage. Mr Norman Tebbit, Employment Secretary, referred last month to the need for "technical changes," and it is thought that yesterday's amendments were what he had in mind.

However, he has made it clear, most recently at a Press Gallery lunch earlier this week, that he does not rule out proposals for further legislation in the present Parliament or in the Conservatives' next manifesto.

National docks strike averted

By Brian Groom, Labour Staff

A STRIKE threatened by Britain's 18,000 registered dockers from Monday was averted yesterday when the National Dock Labour Board withdrew some of its controversial reorganisation proposals.

However, up to 24,000 dockers in all ports, including those outside the national dock labour scheme, still intend to halt cargo-handling from May 10 unless the Government begins talks on extending the labour scheme to all ports and wharves.

This could plunge the Government into a confrontation with one of Britain's most powerful groups of workers.

A possible clash over the dock labour scheme has been building up for some time. The scheme, which at present covers ports handling four-fifths of seaborne trade, provides for statutory joint regulation of workforces by employers and the Transport and General Workers' Union. This arrangement provides the basis for dockers' unique employment rights.

The dockers have pressed for the scheme to be extended by widening boundaries around registered ports in which dockers are guaranteed most port-related work or by bringing ports such as Felixstowe into the scheme.

Last year the TGWU set a three-month deadline for national industrial action because its demands were not met but no action was taken, partly because talks on the scheme were set up with employers.

Mr James Prior, former Employment Secretary, made clear he would not draw up a new draft scheme without the industry's support. Mr Norman Tebbit reiterated his predecessor's position.

The plans for internal cuts in the National Dock Labo [illegible] Board have created the cr [illegible] The withdrawal of some of [illegible] yesterday may calm the [illegible] mond in the docks.

The board did not dis [illegible] which of its proposals [illegible] been dropped. The most troversial would have repla [illegible] the 20 subsidiary local boa [illegible] with five regional bodies a [illegible] passed responsibility [illegible] dockers' welfare and medical services to employers.

The board's proposals were designed to prevent a £7m deficit building up by 1985. They would not have affected its statutory duties but dockers saw the board's plans as the thin end of the wedge.

Supply ships for the Falklands fleet have been loaded by both servicemen and dockers. The servicemen might have to do any future loading after May 10 if a strike takes place and dockers do not exempt these vessels.

Continued from Page 1

Falklands

the outcome as the Argentine proposal appeared to do. Consulting the islanders would take some time, and could not take place while they were under alien domination.

Officials said they were sure that if the peace bid failed, the U.S. would support Britain. Mr Peter Blaker, the British Armed Forces Minister, on a separate visit to Washington, said last night that if negotiations failed he was confident that the U.S. would "come down firmly on Britain's side."

A Tory MP, Mr Richard Shepherd, the member for Aldridge Brownhills, is seking a Commons inquiry into the handling of financial sanctions by the Bank of England, which he believes has been too "laid back" about its controls on banks. He has written to Mr Edward du Cann, thechairman of the all-party Treasury committee, of which he is a member, seeking such an inquiry, but this may not happen quickly, though an inquiry could be favoured by some Labour members.

The predominant view in Whitehall is that it will be very difficult, perhaps impossible, to bridge the gap between the British counter proposals and the Argentine insistence on a surrender of sovereignty over the Islands before a withdrawal of forces. However, the UK wishes to keep the talks going, not least to ensure that Britain cannot be seen as intransigent.

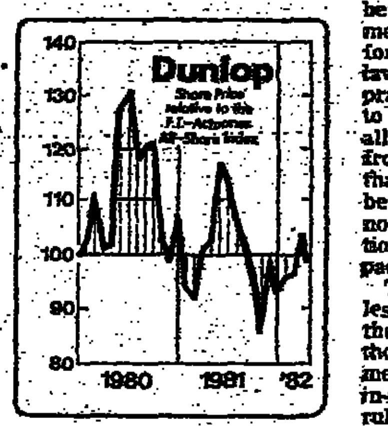
Ministers are, however, apprehensive that opinion among both MPs and the public generally may be volatile and could become less favourable if armed force has to be used and there are casualties. This has been reflected in uncertainty among a minority of Ministers of how far to go in risink conflict.

A poll in today's issue of the Economist shows that the British public's satisfaction with the Government's handling of the crisis has risen during the last week from 60 to 68 per cent, with strong support for sending the fleet

THE LEX COLUMN

Dunlop wrestles with the wheel

Index rose 1.6 to 569.0



Dunlop is approaching the final laps of a five-year race in which it has needed every millimetre of tread on its high-performance radials. The object of the race is simple—to bring the European tyre operations round to an acceptable level of return before the balance sheet blows out. Dunlop is still holding the road, thanks to the sale of some valuable pieces of trim.

Pre-tax profits in 1981 are down from £10m to zero, after a highly adverse swing in the associate contribution centring on Japan, where Sumitomo Rubber's profits have slumped following an ambitous acquisition, and France. The French company has now returned to subsidiary status—Dunlop underwrote a rescue rights issue—and has brought £43m of debt with it.

After high [illegible] tax charges and £12m of minorities the attributable loss is up from £15m to £41m—and would have been £5m greater had the union with Pirelli been intact. Another heavy chunk of rationalisation costs has been offset by a £23m book gain on the disposal of the Malaysian estates. If it is any comfort, the current cost adjustments to profit have fallen by £21m.

The tyre operations in the UK are clearly responding to the shrinkage of capacity. The operating loss last year fell by £6m to £16m, and only £5m was incurred in the second half. At this level there should be a small profit this year. But France remains in loss, Germany has deteriorated and a number of other European businesses—notably Dunlopillo foam—are very weak. Once again Dunlop has had to rely heavily on its South East Asian and South African operations, while U.S. tyres are doing much better.

[illegible] cil ash remains a deadly serious con[illegible]lem. A £35m rise in borrow[illegible] throu[illegible] more than explained by second [illegible]nsolidation of Dunlop supplement the figure is struck commerci[illegible] of cash receipts from this year [illegible] from the Dunlop Woo[illegible] sale. The chairman's [illegible] ims of holding the borrow[illegible] [illegible]atios (debt to shareholders' [illegible]s and minorities is roughly [illegible]e to one) and "reinforcing activities with a high return "may not be simultaneously achievable. Even with higher operation cash flow this year, another major disposal overseas looks more or less forced.

At least Dunlop has things to sell. This year, small increases in volume could translate into a pre-tax figure approaching £30m — given that at present interest charges absorb the whole of operating profit. There is still plenty to play for at Dunlop, but — with borrowings 3¼ times the market capitalisation — remarkably little room for mistakes. At 74p the shares yield an unearned 7.9 per cent.

British Aerospace

Mounting development costs on the BAe 146 and Airbus 310 have not inhibited British Aerospace from digging into its cash pile to buy Sperry Gyroscope from Sperry Corp of the U.S. It is paying roughly £45m, or 17 times historic earnings, for a business which has managed annual compound earnings growth of only about 10 per cent over the past few years.

But BAe clearly sees scope to graft this electronics warfare company on to its own Dynamics division and to reduce its dependence on Ministry of Defence contracts. Above all, Sperry provides BAe with immediate access to the underwater warfare business, an area which it has long been keen to enter.

The deal bears some resemblance to United Scientific Holdings' purchase of Alvis from BL last year. In each case, the old parent was unwilling to commit the necessary funds to a peripheral defence business while the component products of the subsidiary could be matched with those of its new proprietor.

Capital Gains

It is hardly surprising that the Stock Exchange has reacted aggressively to the detailed proposals for introducing indexation of capital gains tax. As the pressure builds up, there must be a strong likelihood that the measures will be modified before the Finance Bill become law, in particular to allow the practice of bed and breakfasting to continue. Whatever the alleviating effects of indexation from now on, it is clearly unjust that the "B and B" route should be cut off immediately, leaving no way of sheltering past inflationary profits from the full impact of the capital gains tax.

The Stock Exchange may have less success in its call to simplify the proposals. As constituted they incorporate an awesome melange of first in-first out; last in-first out; and same account rules for identifying shares. Quite apart from the element of injustice involved in the Lifo rule, the complication will effectively act as a deterrent against small investors entering the market. As the Stock Exchange points out, much of the revenue lost to the Exchequer will find its way into the pockets of tax advisers.

Laporte

News of a strong second half recovery at Laporte Industries provided some relief for the chemicals sector after yesterday's chilly statement from the new chairman of ICI. Unfortunately, the 30 per cent rise in 1981 profits to £15.2m pre-tax had more to do with loss elimination than improved demand. The low UK tax charge suggests that life at home remains very tough and, unlike ICI, Laporte has not yet moved to restore its former dividend.

The second half showed the benefit of the closure of Laporte's sulphate process plant and of various cost efficiencies. The U.S. Interox business is slowly moving towards break even, though the economic downturn across the Atlantic has retarded the process and another loss looks assured this year.

Property disposals again contributed £1.7m to published profits and exchange rate movements clipped about £1m off associate income. The picture should continue to improve this year, even without much bounce in demand, but the prospect of a dividend covered by current cost earnings still looks some distance away. At last night's price of 150p, the yield is 6.5 per cent.

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